

International
Marketing Information
Series

C 57.114:25



COMMERCIAL NEWS For the Foreign Service

January/February 1977

SUPPLEMENT: NEW PRODUCTS U.S.A.



U.S. DEPARTMENT OF COMMERCE
Domestic & International Business Administration
Bureau of International Commerce

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Interest Whetted Abroad For New U.S. Products

NEWSLETTERS OF AMERICAN EMBASSIES, CONSULATES
SPREAD WORD GLOBALLY ABOUT INNOVATIVE ITEMS

We have a new product—a fast-erection steel frame and plastic surface building—and out there in the wide, wide world are buyers for it, if only we can tell them about it.

This was the gist of a message from executives of Seaman International in Sarasota, Fla., to an official at a Commerce Department District Office in that state.

A small firm not exporting on a regular basis, and eager to move its new product into world markets, Seaman was looking for suggestions. The response from the Commerce Department international trade specialist was to place a description of the Seaman building in a "New Products USA" listing that is part of a Commerce newsletter sent to several hundred American Embassies and Consulates abroad.

At one of these posts, the Embassy in Lagos, Nigeria, the announcement was transmitted to Nigerian authorities faced with a glut of unprotected cargo at the airport. The authorities learned that the Florida firm's building system, called Portomod, features a rigid clear span steel frame structure with coated vinyl polyester roof and sidewalls, that can be erected quickly, and may be easily extended or disassembled and relocated. Inside, the building is free of pillars and posts; the trusses provide places for hanging lights, sprinkler systems, and other facilities. Thus, the structure has a variety of uses, such as for warehouses or sports activities or exhibitions.

Arrangements moved quickly: the Nigerian officials made known their interest to the U.S. Embassy; Embassy officials communicated with Seaman, and Seaman concluded the sale. Within a matter of days, the firm's warehouses were in place—having been air-freighted direct from Miami to Lagos. The order was for eight buildings, totaling about \$400,000. Additional orders valued at about \$1 million, in the Middle East and North Africa, are pending.

Last September, the "New Products USA" listing carried an announcement for United States Trading International, Washington, D.C., about Pro-Tec, a new type of protective coating for ship hulls. Through the Paris U.S. Embassy's republication and dissemination to major government and industry representatives throughout France, the announcement reached a Marseilles shipyard in November. Shipyard officials communicated with the U.S. firm, which supplied its product brochure and other information. In January, a company executive went to the French firm's New York office for talks. By spring, a \$50,000 order was concluded on coating for a 190,000-ton tanker in Marseilles. More recently, through the same steps, the U.S. company concluded an order for coating a 325,000-ton tanker in Japan. Negotiations are under way with some 50 firms in other countries.

To potential buyers abroad

The vehicle for this introduction to important customers abroad is called The Commercial News for the Foreign Service, issued bi-monthly and distributed out of Washington to about 240 U.S. foreign posts. In every issue is the section listing selected new products available for export, as collected from American firms through Commerce's New Product Information Service. This export promotion is offered to help U.S. companies introduce new products in foreign markets. Many of the posts extract the data and reprint it in their own individual newsletters which are tailored in design, content, and language to local needs. Currently 60 to 70 overseas Commercial Newsletters have a combined circulation of over 100,000. This process includes, as might be expected, disclaimers on individual product performance.

Testing the effectiveness of the new product service recently, Commerce Department officials surveyed about 200 U.S. companies, selected at random from the 750 firms that participated in the

service in 1975. It was determined that the surveyed companies had received more than 6,500 inquiries, had made sales of more than \$3 million, and were negotiating with about 160 agents as a result of their announcements. Of 20 of the most successful participants, half had received over 50 inquiries each, four had received more than 400 each, and one, Houston Export Management Co., Fort Worth, Tex., offering a cordless telephone extension, had received 568 from 38 countries. The Republic Electronics Corp.'s Marine Division, Arlington, Va., though it had not yet concluded sales of its "Contra Prop Boat," had 10 agents under negotiation and saw a potential for an estimated \$3 million worth of business.

Several products of Edward J. Fay & Associates, Inc., Houston, Tex., have been announced in the Newsletter. "On one item, a new type gas filter," President Edward J. Fay wrote, "we have had over 200 inquiries. On another, Span Spray low-volume sprayers, we are receiving a steady flow of inquiries."

Ward International, Granada Hills, Calif., requesting a second new-product announcement about a year after the first had been published, said that inquiries were still coming in regularly on its Sight-Light flashlight. "Just the sample orders received thus far as a direct result of your write-up in Commercial News now exceed \$600. In addition, we have received one initial bulk distributor order (from Italy) and are negotiating on other distributorship arrangements in various countries of the world. Commercial advertising in export publications has never given this kind of response and that is the reason we are most anxious to arrange for coverage of another product as soon as possible."

For a new product listing, a product is considered new if it has been offered for sale less than two years on the U.S. market, and is presently not exported to more than three countries on a regular basis. Because many more requests are received than can be published, some other circumstances are used in making the publication decisions. Further information may be obtained from any Commerce District Office or from Constance L. White, Bureau of International Commerce, Room 4009, U.S. Department of Commerce, Washington, D.C. 20230, telephone, 202-377-5783.



FOREWORD

The purpose of the *COMMERCIAL NEWS FOR THE FOREIGN SERVICE (CNFS)* is to inform Commercial/Economic Officers of current program and policy developments in the U. S. Department of Commerce and to provide pertinent commercial information for reprinting in the Posts' Commercial Newsletters which are disseminated to the local foreign business community.

This bimonthly publication is designed for and restricted to American Embassies and Consulates overseas and Commerce District Offices in the United States. It is not regularly available on a subscription or gratis basis to American or foreign businessmen. However, it can be reviewed in most overseas Embassy and Consulate libraries as well as in the various Commerce District Offices in the United States.

This information was compiled in cooperation with various government and industry officials. Every effort has been made to ensure that the data contained in this publication is correct. However, no responsibility can be assumed by the U. S. Government for the accuracy of dates or the outcome of any transaction with any person or firm mentioned herein.

Suggestions or comments from the field regarding this publication are welcomed.

WRITE: *Commercial News for the Foreign Service*, Office of International Marketing, Bureau of International Commerce U.S. Department of Commerce, Washington, D. C. 20230; Telephone (AC) 202/377-5783.

Editor: Constance L. White

TABLE OF CONTENTS

FEATURES	1
NEW PRODUCT INFORMATION SERVICE (NPIS)	
<i>Criteria</i>	1
<i>Application</i>	2
<i>Results</i>	4
NEW PRODUCTS U.S.A.	5
LICENSING AND INVESTMENT PROPOSALS	62
U.S. FOREIGN BUYER PROGRAM	65
INDEX - "New Products U.S.A."	67
MAJOR NATIONAL HOLIDAYS IN THE U.S.	(inside back cover)

FEATURES

NEW PRODUCT INFORMATION SERVICE (NPIS) CRITERIA

The New Product Information Service (NPIS) is a free export promotion Service offered by the U.S. Department of Commerce to help American companies (a) publicize the availability of new products in foreign markets and (b) test market interest in the particular new product. Specifically, this Service is designed to encourage foreign companies to contact American companies regarding new products and these trade contacts result in the American company exploring foreign buyer interest, and frequently making sales and establishing overseas agents.

All future firms/products listed in the "New Products USA" section of the Commercial News, broadcast by Voice of America, or publicized through USIA "New Product Feature Columns," will have met the following criteria:

NPIS Criteria Guidelines

I. Firms participating in NPIS must:

- 1) Want the product promoted worldwide (if firm is not the manufacturer, it must have documented worldwide export rights to the product)
- 2) Agree to promptly answer all overseas inquiries resulting from NPIS promotion
- 3) Not have promoted another product through NPIS during the past six months
- 4) Report on results of participating in NPIS.

II. Products selected for NPIS will be restricted to those which:

- 1) Are manufactured or assembled in the United States or 51% of its component value is of U.S. origin
- 2) Are labelled and marketed as U. S. products
- 3) Are genuinely new and with unique features; not marginal improvements of existing products
- 4) Have been offered for sale for less than two years on the U. S. market
- 5) Are presently exported to not more than three countries on a regular basis
- 6) Are immediately available for export orders worldwide.

NEW PRODUCT INFORMATION SERVICE APPLICATION

Companies with products that meet the criteria (cited on the previous page) are then asked to complete the following Application. You will note that "Program Evaluation Data" will now be requested from the company nine months after the product has been published in the Commercial News for the Foreign Service. This data will be carefully evaluated.

FORM DIB-4063P (9-76) USCOMM-DC 8209S-P76		U.S. DEPARTMENT OF COMMERCE DOMESTIC AND INTERNATIONAL BUSINESS ADMINISTRATION BUREAU OF INTERNATIONAL COMMERCE	
NEW PRODUCT INFORMATION SERVICE (NPIS) APPLICATION			
BEFORE COMPLETING THE APPLICATION, PLEASE READ 'NPIS CRITERIA GUIDELINES.' AFTER COMPLETION, RETURN TO LISTED ADDRESS ON THE REVERSE SIDE			
I. FIRM DATA			
1. Company Name: Dept. CN		PROGRAM EVALUATION DATA (DISTRICT OFFICE USE ONLY)	
2. Address:		1. Application reviewed and submitted by: District Office: Trade Specialist: Telephone:	
3. Person to Contact:		● TO BE COMPLETED 9 MONTHS AFTER PUBLICATION ●	
4. Title:		2. Number of inquiries received Number of countries	
5. Telephone:		FROM	
6. Is above company: <input type="checkbox"/> Manufacturer? <input type="checkbox"/> Export representative of this product? OR <input type="checkbox"/> Both?		3. Sales made: Sales projected next 12 months \$ \$	
7. If above company is not manufacturer, specify name and address of manufacturer.		4. Number agents signed Number under negotiation AND	
8. Does above company have documented worldwide export rights to product, if not manufacturer? <input type="checkbox"/> Yes <input type="checkbox"/> No (Comment) _____		5. Was participation objective achieved? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Partially	
9. Is manufacturer engaged in export on a regular basis? <input type="checkbox"/> No <input type="checkbox"/> Yes: Specify export areas (Latin America, etc.) →		ALL NPIS INFORMATION IS CODED WITH "Dept. CN" IN THE LISTED FIRM'S ADDRESS TO HELP IDENTIFY PARTICIPATION RESULTS (AS REQUESTED ABOVE)	
10. Number of Employees: <input type="checkbox"/> Less than 100 <input type="checkbox"/> 100-500 <input type="checkbox"/> Over 500		11. Annual Sales: <input type="checkbox"/> Less than \$1 million <input type="checkbox"/> \$1-50 million <input type="checkbox"/> Over \$50 million	
11. Annual Sales: <input type="checkbox"/> Product Testing <input type="checkbox"/> Sales <input type="checkbox"/> Market Exposure <input type="checkbox"/> Other (Specify) → <input type="checkbox"/> Agents		12. Participant Objectives (No. 1, 2, 3, 4 in order of priority) <input type="checkbox"/> Product Testing <input type="checkbox"/> Sales <input type="checkbox"/> Market Exposure <input type="checkbox"/> Other (Specify) → <input type="checkbox"/> Agents	
13. Has your firm participated in the NPIS previously? <input type="checkbox"/> Yes (Specify) → Product(s): <input type="checkbox"/> No		Date: Month Year	
II. PRODUCT DATA			
1. Product Name:		Price Range:	
2. Product Category: (Medical, agricultural, etc.)		SIC:	
3. Why new and unique?		7. Is product manufactured or assembled in U.S.? <input type="checkbox"/> Yes <input type="checkbox"/> No	
4. List the competitive advantages of the product:		8. Is product labeled and marketed as U.S. product? <input type="checkbox"/> Yes <input type="checkbox"/> No	
5. Where is product being exported now?		9. Do you want product advertised worldwide? <input type="checkbox"/> Yes <input type="checkbox"/> No	
6. How long has product been available on U.S. market?		10. Is product available for immediate export orders? <input type="checkbox"/> Yes <input type="checkbox"/> No	
		11. List the types of potential end-users:	
		12. Remarks:	

NEW PRODUCT INFORMATION SERVICE APPLICATION (Continued)

Listed below is the bottom part of the form on the previous page. Each company is requested to complete the "Promotional Description" as described below:

III. NEW PRODUCT DESCRIPTION FOR OVERSEAS PUBLICATION

1. Please describe your product as you wish it to appear in the "Commercial News for the Foreign Service" publication. This should include descriptive language and a mention of significant features—not just model numbers and names. A given measurement must include the metric equivalent. Length should be approximately 100 words (12-15 lines). Please state if you are actively seeking agents, distributors, licensees, etc. If possible, refer to a previous issue of the "Commercial News" as a guide for writing the requested description. If sample product is attached, please check ▼ Promotional Description ▼

2. Required ENCLOSURES: <input type="checkbox"/> 2 sets of descriptive literature/press releases <input type="checkbox"/> 2 black and white (8 x 10) glossy photos. (If photo is published, 30 additional copies will be requested.)		
3. If this Application is accepted into the New Product Information Service, all inquiries received by this company as a result of the NPIS publicity will be promptly answered and company representative will inform Commerce, when requested, concerning the results of participating in NPIS. (See Program Evaluation Data above).		
Signature of Company Representative:	Title:	Date:
1. WHITE: NPIS/OIM 2. CANARY: VOA/USIA 3. PINK: Program Evaluation 4. GOLDENROD: District Office 5. GREEN: Firm		

As you can see, the Department of Commerce tries to ensure that each product listed in the "New Products USA" section is indeed new and that the firm is interested in exporting the product and consequently will respond to foreign trade inquiries.

NEW PRODUCT INFORMATION SERVICE RESULTS

We recently completed a survey of 200 companies (out of the 750) that had participated in the New Product Information Service during 1975. These companies were selected at random and represented manufacturers of products varying greatly in type and cost. The 200 companies surveyed indicated that over 6,500 trade leads from foreign companies had been received. This figure was based only on overseas inquiries that were coded with "Dept. CN" in the U.S. firm's address. In addition, more than \$3 million in sales had been made and had appointed or were in serious negotiation with approximately 160 agents.

We believe that the above statistics combined with the comments received directly from U.S. companies leave no doubt that the New Product Information Service is effective as an export promotion technique and that Commercial Newsletters are playing an effective role in the U.S. Government's efforts to increase U.S. exports abroad.

Suggestions for making NPIS even more effective:

Publish as many new products in each issue of the Post's Commercial Newsletter as possible.

Be sure to include in the U.S. firm's address "Dept. CN." Otherwise, the U.S. company will not know trade inquiry resulted from Post efforts.

Please let us know if Post has any additional ideas on how new product information can be distributed within a foreign business community, other than methods currently being used (i.e., CNFS, VOA, and USIA).

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Editor's Note

Many thanks to all the Posts for your support of the "New Products USA" program during 1976 and -- HAPPY NEW YEAR!.

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The following product information has been selected by the Department of Commerce for promotion through the New Product Information Service (NPIS). This information is also made available by Commerce on a selected basis to USIA and VOA. While the firms mentioned in CNFS are believed to be reliable, no responsibility can be assumed by the U. S. Government or its representatives for the accuracy of the new product descriptions which are based on information supplied by the listed U. S. firms. Both technical and non-technical products are deliberately included in CNFS to ensure worldwide market applicability. Please reprint as many new product descriptions as possible.



AGRICULTURAL AIRCRAFT -- The "Ayres Turbo Thrush" is said to have 750 installed shaft horsepower, a hopper capacity of 400 gallons and can operate out of landing strips as short as 800 ft (2,640m). The proven dependability of the PT-6 engine is augmented by a unique air filtration system to sustain engine overhaul periods in excess of 3,500 hours. It is said to be very economical and will run on whatever fuel is available such as jet fuel, avgas or diesel. The manufacturer says "the Turbo Thrush truly brings the miracle of space-age technology to the aerial-application industry." WRITE: Fred P. Ayres, Ayres Corporation, Dept. CN, P. O. Box 3090, Albany, Georgia 31706 U.S.A.

"CHISUM LOG MILL" -- This mill automatically turns raw logs to desired sizes, squares the edges and cuts tongues and grooves, notches and weather-tight end slots. The manufacturer says three men can cut enough logs with the mill for an average-sized, two-bedroom house in a single day. The mill can also turn out materials for roof, floor, foundation and doors and is designed for mass production of low-cost log houses and other buildings in any area with a timber supply. Pioneered in Alaska, the Chisum mill and construction method is recommended for remote regions and locations where cement and conventional building materials are expensive or hard to obtain. The mill can be operated by semi-skilled workmen and the final buildings erected with mostly unskilled labor. The self-contained mill comes with or without its own electrical supply. It can be towed by a tractor or tractor truck and sells for approximately \$325,000. WRITE: Lee Cort, Chisum Industries, Inc., Dept. CN, P. O. Box 680032, Miami, Florida 33168 U.S.A.

* *

DATA LOGGER RECORDS 64 CHANNELS FOR A YEAR OR MORE -- The Model DL-2 Data Logger, powered by just 5 lithium D-cell batteries, records up to 64 analog channels plus date and time on a digital tape cassette. With military-type sealed input connectors and a -20° to +85° C operating range, the Data Logger is intended for a year or more of unattended, automatic data monitoring. It has potential applications in meteorology, oceanography, pollution and environmental monitoring, seismology, vehicular testing and natural resource exploration. The weather-proof aluminum housing measures 12 in x 12 in x 10 in (30cm x 30cm x 25cm). At 20 lbs weight (9.1kg), the logger can be easily hand-carried, back-packed or transported by vehicle for remote recording. Besides the internal Lithium D-cell batteries, external 12-volt DC power sources may be used as well as Alkaline, Ni-Cad or Carbon-Zinc internal D-Cells. The price range is approximately \$3,995-\$4,995. WRITE: Leif D. Jacobsen, Datel Systems, Inc., Dept. CN, 1020 Turnpike Street, Canton, Massachusetts 02021 U.S.A.

* *

PAINT SPLASH PROTECTOR -- The problem of splattering paint while using a roller, according to this company, has been eliminated with the "Splash Protector." The lightweight plastic cover, which snaps to the roller frame, prevents paint spray from flying over hands, face, clothing and surroundings. When the painting is finished, "Splash Protector" can be unsnapped, cleaned with any paint solvent, and reused indefinitely. Available in sizes to fit 9 in (23cm) or 7 in (18cm) paint rollers. WRITE: J.B.H. Bouger, Hampco International, Dept. CN, P. O. Box 430, Peoria, Arizona 85345 U.S.A.

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WATER SURVIVAL SUIT -- The "Imperial Survival Suit" is a garment made to save lives at sea. The suit is easy to put on over clothing in the event of an emergency. The Survival Suit will keep the wearer afloat, dry, protected against cold water for extended durations. Tests show that persons can survive water that is nearly freezing for 13 hours and more. The suit has hood, boots and gloves attached. The only area exposed is eyes, nose and mouth. International orange is the color and one size suit fits all. The Survival Suit comes packed in a naugahyde container clearly marked Survival Suit. Weight is approximately 10 lbs (4.6kg).
WRITE: Nik Salmela, Imperial Manufacturing Company, Dept. CN, P. O. Box 4119, Bremerton, Washington 98310 U.S.A.

* *

ASTRO SYNTHETIC OIL AND LUBRICANTS -- The manufacturer of these synthetic oils says they contain absolutely no hydrocarbon petroleum oil. The product is described as non-pollution, single-grade and 12 times cheaper than conventional oil. While ordinary oil needs a change after 3000 miles (4800km), Astro Synthetic Oil will do its job for 40,000 (64,000km). It is particularly recommended for use in extreme heat or cold - 60°F (-50°C) to 800°F (430°C) in automobiles, aircraft, and industrial machinery. Price varies with quantity. WRITE: Joe Verdi, Polkadot Manufacturing Trading Corporation, Dept. CN, 33 Barrow Street, New York, New York 10016 U.S.A.

* *

PORTABLE TRAP BASE FOR SPORTSMEN, RIFLE CLUBS, TARGET RANGES -- The Trap Master was designed as a durable, convenient trap base for use with Trius Products Model 73 and Birdshooter traps, but is compatible with other trap models as well. The trap base requires no stakes or anchors and can be set up on almost any surface. The manufacturer says the rugged construction - including a heavy-duty angle iron-center post and heavy steel U-channel supports for trap and seat - assures a minimum of vibration and years of service. The Trap Master swivels to simulate regular trap club birds, adding variety to shooting. The units are priced from \$29.75 to \$49. WRITE: R. G. Bogart, Trius Products, Inc., Dept. CN, P. O. Box 43653, Cincinnati, Ohio 45243 U.S.A.

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PULMONARY RESEARCH CALIBRATION DEVICE -- Calibration of spirometers - instruments that measure air entering and leaving the lungs - requires a precisely controlled source of air. The manufacturers of this new calibration system say it provides this by means of a hydraulically actuated piston that moves air into and out of the spirometers being tested, with a high-grain servo system for exact control of air flow rate and volume. Simulation of various lung functions is achieved by providing an electrical input signal with the time/volume flow characteristics desired. Designed for manufacturers of pulmonary equipment, researchers and hospitals equipped with pulmonary analyzers and sophisticated spirometers, the calibration device is priced at \$12,000 FOB plant. WRITE: Richard G. Furth, Novatek, Inc., Dept. CN, 79R Terrace Hall Avenue, Burlington, Massachusetts 01803 U.S.A.

* *

DUAL PURPOSE OSCILLOSCOPE TRAINER -- The Nida Model-207 Oscilloscope is an electronic training instrument for schools as well as a functional instrument for laboratories. The manufacturer says the dual-trace instrument with up to 10 mHz response is all solid state with 11 plug-in printed circuit boards. Mechanically the instrument is designed to permit easy and safe use of test probes by students or technicians. Pre-faulted printed circuit boards to teach trouble-shooting procedures and complete spare part kits are available. It is priced now at \$1,085. WRITE: Drasutis Gudelis, Nidas Corporation, Dept. CN, 360 Fairfield Avenue, Stamford, Connecticut 06902 U.S.A.

* *

SHORTWAVE DIATHERMY UNIT FOR HOSPITALS, DOCTORS, PHYSICAL THERAPY CLINICS -- The Thermawave 350 is designed to treat certain conditions or diseases by elevating the temperature of the affected part with shortwave therapy - by passing through the area high-frequency currents that produce a local and controllable "fever." The manufacturer says the device employs a new concept in the high-frequency oscillator by using multiple tubes. Each of the four tubes is individually replaceable without the need for returning the oscillator circuit. Sub-circuits are printed on circuit boards that are easily replaced on location. The self-tuning unit operates at 27.120 mHz (11m). The air-spaced treatment electrodes are adjustable so that the optimum spacing is readily achieved. The retail price is \$3,495. WRITE: Dr. Robert P. Marode, Rich-Mar Corporation, Dept. CN, Box 49, Route 2, Inola, Oklahoma 74036 U.S.A.

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SOIL BLENDER FOR HOME GARDENERS -- This multipurpose, electric garden tool will dig through sod to a depth of 12 in (31cm), mixing soil, fertilizers and organic material in to any depth up to that maximum. It can till to a depth of 3 in to 9 in (7.5cm to 23cm) in swaths 12 in (31cm) wide. Used also to hill and cultivate, the tool replaces shovel, rake and hoe in many applications. The operator controls the digging depth of the counter-rotating, auguring action of the Soil Blender by pressure on the handle, and the variable speed with a fingertip switch. Equipped with a 3/4 horsepower motor, the lightweight tool sells for \$129.95. WRITE: James D. Burtin, Detroit Tool, Garden Maid Division, Dept. CN, P.O. Box 232, Lebanon, Missouri 65536 U.S.A.

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PORTRABLE EMERGENCY EYE-WASH STATION -- The Porta-Stream eye-wash device for laboratories and industry works anywhere on gravity. It requires no expensive pipeline installations, plumbing, or pressurized tanks. The weather-resistant, high-impact unit holds 6 gal (22.5 l). Water is released by a simple pull of a strap that distributes a criss-cross stream for thorough, rapid cleansing of the eye. The patient's hands are free to hold the eye lids open. The emergency eye-wash station can be hung on pillars or walls or set on any level surface. It is priced at about \$100. WRITE: Keith W. Moburg, Fendall Company, Dept. CN, 2222 W. Diversey Parkway, Chicago, Illinois 60647 U.S.A.

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AGRICULTURAL FERTILIZER/CHEMICAL SPREADER -- The "Ag-Gator," is a high-speed applicator of fertilizers and chemicals. It is self-propelled and carries 3,785 liters of liquid material in a stainless steel tank. The fertilizer or herbicide is pumped to the booms which apply material in an 18 meter swath. The booms raise, lower, fold and elevate with independent hydraulic controls in the cab and it has an interchangeable 4,500 kilogram capacity dry fertilizer spreading box. The "Ag-Gator" features a diesel engine, 4-wheel drive, articulated steering, adjustable row crop tires, and interchangeable flotation tires for reduced soil compaction. It is said to be the only agricultural field applicator in world markets offering 4-wheel drive, adjustable row crop tires, high flotation tires, and interchangeable liquid and dry application systems. Price \$50,000. WRITE: John R. Jagoe, Ag-Chem Equipment Company, Inc., Dept. CN, 4900 Viking Drive, Minneapolis, Minnesota 55435 U.S.A.

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PORTABLE EXHIBIT SYSTEM -- The "Escort Travel Display" is a lightweight system of anodized aluminum frames designed to take interchangeable inserts. Overall weight is 125 lbs (56kg). Intended for manufacturers and others who participate in trade shows, conventions and meetings, the display system comes with a variety of optional accessories and a variety of lighting systems is available. The system currently priced at \$1,620, can be rapidly set up without tools. WRITE: John K. Sturm, Package Exhibit Programs, Inc., Dept. CN, 7380 N. Lincoln Avenue, Lincolnwood, Illinois 60646 U.S.A.

* *

LOCK-GUARD FOR ADDED SECURITY -- This device is designed to "deaden the deadbolt" from the inside, for security while the occupant is present in the home, apartment, or office. It will fit the locks manufactured by seven major lock companies and with slight modification, it can be made to fit an additional five major kinds of locks. The manufacturer says the patented device can be easily installed with a screwdriver or nailfile in just a few minutes and once the device is in place, no one can gain entrance through the lock, not even if he has a key or if he picks the cylinder. The suggested list price is \$4.95. WRITE: Joseph E. Westfield, Jr., A & SP Communications Services, Inc., Dept. CN, 130 East 40th Street, Suite 900, New York, New York 10016 U.S.A.

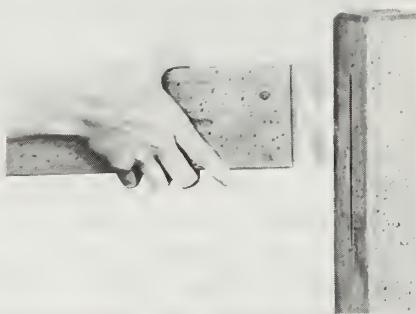
* *

AUTOMATIC LOG BARKER -- According to the manufacturer, the A-4 Barker removes a high percentage of bark from all species of trees at a high speed. As the log is propelled through a circle of six abrading arms, the tool scrapes the outer surface, slipping the bark away at the cambium bond. The completely automatic A-4 model has hydrostatic feedworks that center the logs, barker arms activated by air pressure, and remote control of tool pressure to allow adjustments during operation. The log barker is available in 22 in (56cm), 27 in (68cm) and 35 in (89cm) models with a larger log bypass capability built in. WRITE: Joe Mulcahey, Nicholson Manufacturing Company, Dept. CN, 3670 E. Marginal Way South, Seattle, Washington, 98134 U.S.A.

* *

AUTOMATIC TIMER FOR SCUBA DIVERS -- The "Bottom Timer" is a pressure-activated, automatic timing device for sport scuba divers. It is made of a standard "Westclox" stop watch housed in a "Lexan" plastic case which is, in turn, enclosed in a rubber case with a nylon "Velcro" strap for attachment to the diver's arm or equipment. The "Bottom Timer" is designed to begin operation at approximately 7 ft (2.1m) and to run continuously until the diver returns to the same depth. The timer has a large, 1 1/2 in (3.75cm) dial. It is manually wound and re-set and can be wound and re-set under water. The device is water and pressure tested to a depth of 300 ft (91.5m) and carries a one-year warranty. U.S. retail price is \$49.95. WRITE: William Morris, Princeton Tectonics, Dept. CN, P. O. Box 16, Princeton, New Jersey 08540 U.S.A.

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CAFE HERCULON FABRIC FURNITURE -- According to the manufacturer, this furniture has beautiful design, comfort, sturdy construction of superior materials and moderate cost. The furniture is shipped unassembled in protective cartons for easy assembly without the need for tools. Shipping costs are said to be about half as much as if the same pieces were transported assembled, and the compact boxes, containing a sofa, loveseat, chair, ottoman and occasional tables, can be easily warehoused by retailers. Fame's go-together furniture is so well packed that shipping damage is supposed to be virtually non-existent. WRITE: Hal Hollister, Fame Furniture, Dept. CN, 330 West Avenue 26, Los Angeles, California 90031 U.S.A.

* *

"VISIBALL" AUTOMATIC GREASE CUP -- This device provides a metered flow of grease, regardless of viscosity, to every kind of rotating bearing. According to the manufacturer, the see-through "Visiball" is easily mounted in place of any standard grease fitting and allows one to observe at a glance how much grease is left. An easily adjusted valve lets the user set the "Visiball" for the precise amount of lubricant needed. End results include longer bearing life and reduced down-time and maintenance costs. WRITE: Leslie G. Gaines, Summa International Enterprise, Dept. CN, P. O. Box 24248, St. Louis, Missouri 63130 U.S.A.

* *

SERIES 400 WORK PLATFORM/BOOM -- This \$13,000 boom is designed to overcome two common problems in overhead maintenance - maneuverability of the chassis into tight, congested areas and narrow cross aisles and flexibility in reaching over stationary objects on the floor. The manufacturer says a unique fifth-wheel electric drive permits the chassis to turn 360° on its own radius. The boom and chassis can be operated separately to achieve the shortest turning radius possible. Power is supplied by a heavy duty 12-volt D.C. system with a built-in automatic battery charger. The Series 400 boom is driven with the operator riding on the vehicle chassis. All boom functions, such as rotation, elevation and extension, are controlled from the bucket and all three can be performed simultaneously. Bucket capacity is 300 lbs (136kg). The operator can reach working heights up to 30 ft (9m). End-users include industries, refineries, contractors, and shopping centers. WRITE: Walter E. Schulze, Economy Engineering Company, Dept. CN, 484 Thomas Drive, Bensenville, Illinois 60106 U.S.A.

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ANTI-SHOPLIFTING VIEW BOXES -- These observation or view boxes are made of 18-gauge sheet metal. The boxes are painted with industrial lacquer and have see-through mirrors at front, sides and bottom, allowing the user a wide field of observation without being seen. The manufacturer says the units are easy to install in any wall and require no maintenance. The devices are recommended for supermarkets, department stores, and elsewhere, as guards against theft. The manufacturer also produces convex mirrors to allow observation down shopping aisles or around counters. The mirrors also serve as safety devices in places such as hospitals and factories, allowing one to see around corners or into blind spots. WRITE: John R. Bercaw, Grande Manufacturing Company, Dept. CN, 811 South Grand Avenue, Santa Ana, California 92705 U.S.A.

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PLASTIC WAREHOUSE PALLETS -- The manufacturer of these materials-handling pallets says they outlast wooden pallets three to one. They are impervious to moisture, resist cracking and splitting and withstand great extremes of heat and cold. The plastic pallets weigh about 25 lbs (15.89kg) and have a rack load capacity of at least 2500 lbs (1135kg) and a static load capacity of 60,000 lbs (27,240kg). They are made so forklift tines can enter them from all four sides. The pallets are described as highly resistant to chemicals and flames and can be steam-cleaned or autoclaved. They cost \$25 to \$30. WRITE: Rudiger H. Krauss, Tedruth Plastics Corporation, Dept. CN, Tedruth Plaza, Farmingdale, New Jersey 07727 U.S.A.

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COMPLETE EMERGENCY KIT PREPARES DOCTORS FOR VIRTUALLY ANY LIFE-THREATENING EMERGENCY -- "Emergency-1-Kit" is a compact, well-organized emergency kit designed for use by physicians, dentists, and paramedical personnel. The firm says it contains 19 different drugs for treatment of cardiac arrest, asthma, anaphylaxis, diabetes, shock, etc. It also contains stainless-steel surgical instruments, an I.V. set, laryngoscope, endotracheal tubes, oropharyngeal airways, needles, syringes, and more. The complete Emergency 1-Kit weighs only 9 lbs (4.1kg) and is housed in a black Samsonite brief case. Company seeking qualified agents and distributors. WRITE: Jim Toombs, Banyan International Corporation, Dept. CN, P. O. Box 1779, Abilene, Texas 79601 U.S.A.

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OVENS REMOVE MOISTURE FROM WELDING ELECTRODES -- These ovens are used to dry, redry and rebake welding electrodes and are particularly useful when a certified weld is required. Designed for shipbuilders, construction crews, manufacturers of fabricated metals and other welders, the line includes both holding and rebaking ovens. All the ovens are made with removable shelves and aluminized steel interiors so they can do other drying and preheating jobs. The rebake ovens feature cross-flowing heated air for greater uniformity and faster heat-up. Price range is \$69.50 to \$5,250. WRITE: G. Conoryea, Despatch Oven Company, Division Despatch Industries, Inc., Dept. CN, 619 S.E. 8th Street, P. O. Box 1320, Minneapolis, Minnesota 55440 U.S.A.

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SELKA-HOE GARDEN TOOL -- This multi-purpose garden tool is designed to replace the hoe and push cultivator. It cultivates, aerates and weeds, chops and mulches, and is good for hillling. The Selka Hoe has three working edges. The long edge is beveled and sharpened. One end provides a sharp edge for chopping, and the other provides an angled, sharp-pointed edge for close cultivation. Since the gardener cultivates with long sweeping movements toward himself as he progresses down a row, the Selka Hoe allows him to leave behind no footprints or trampled earth. The tool is made of heat hardened steel. Its wooden handle comes in two lengths - 56 in (1.5m) for garden work and 16 in (.45m) for close greenhouse or window box use. WRITE: K. M. Haskins, Selka Products, Dept. CN, P. O. Box 11303, Spokane, Washington 99211 U.S.A.

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"EQUIMIST" INSECT AND ODOR-CONTROL DISPENSER -- "Equimist" provides an automatic, 24-hour control of flying insect problems. The dispenser operates on two "D"-cell flashlight batteries which must be replaced once a year. Insecticide cans are to be replaced each month. Each dispenser will control 6,000 cubic ft of enclosed area. Manufacturer says "Equimist" is guaranteed to function properly for one year. Suggested end-users include horse owners, restaurants, or any place with insect problems. WRITE: Dale K. Thiel, Equistar Products Company, Dept. CN, P. O. Box 126, Camden, South Carolina 29020 U.S.A.

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ROTARY BRUSH FOR CLEANING FRUIT AND VEGETABLES -- The "Kleen-Kor" brush is a cylindrical brush used to wash, dry, polish and clean fruit and vegetables on machines designed for that purpose. It is a tufted-fill structure, staple-set in a polyethylene jacket and permanently attached to a steel core. The manufacturer says the staple-set construction makes it easy to clean out small bits of debris that may cling to the base, and allows for continual flushing. The lightweight brush will not warp or rust. Various models for manufacturers of fruit and vegetable machinery and for packing houses and farms cost between \$25 and \$200. WRITE: Todd A. Tuchscherer, Los Angeles Brush Manufacturing Corporation, Dept. CN, 2137 East 37th Street, Los Angeles, California 90058 U.S.A.

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CONTAINER/PALLET TRANSPORTER FOR AIRLINES -- This transporter provides the airline industry with fast and efficient transfer of air cargo between loading equipment and trailers or pallet storage systems, according to the company. Some of the standard features are: powered roller conveyor transfer deck, hydraulically adjustable conveyor deck, rear engine - rear wheel drive, and hydraulically powered rams. The company says this transporter is reliable, easy to drive and position, and enables fast cargo handling. Price is \$27,500. WRITE: J. M. Ferguson, FMC Corporation, Dept. CN, Airline Equipment Division, 1115 Coleman Avenue, Box 145, San Jose, California 95103 U.S.A.

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DIGITAL PH METER -- The "Digi-Sense" Digital pH Meter is a hand-held, portable, battery-operated device for general or environmental research laboratories, water treatment or chemical plants, paper or food production facilities and plating factories. The meter indicates acidity or alkalinity of the substance being tested on a bright red LED screen to the nearest tenth of a pH unit (Model 5985-20) or twentieth of a pH unit (Model 5985-40). The two models, complete with probe, buffers and case sell for \$154.50 and \$179.50. WRITE: Richard B. Eterno, Cole-Parmer Instrument Company, Dept. CN, 7425 N. Oak Park Avenue, Chicago, Illinois 60648 U.S.A.

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TRUCK FOR BULK TRANSPORT OF GREASE AND OTHER SEMI-SOLIDS -- The body of this new truck is constructed by grouping three horizontal fiberglass cylinders in a triangular configuration. The cylinders, 3 ft (.9144m) in diameter, vary from 10 to 40 ft (3.048 to 12.192m) in length. Each cylinder is fitted with an internal piston that forces the semi-solid products to where they can be removed by the suction of a pump. The manufacturer says the new trucks retain less than .05 percent of the grease load, while conventional trucks retain as much as 20 percent, making time-taking, inefficient removal by "squeegee" necessary. The truck, to reduce delivery time by as much as 80 percent, sells for \$27,000 and up. The design is recommended for inks, foods, and glues as well as lubricants. WRITE: Joe McCarthy, Asiatic Petroleum Corporation, Dept. CN, One Rockefeller Plaza, New York, New York 10020 U.S.A.

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HEAVY MATERIAL HANDLING MACHINE -- This new machine for trench backfilling, open-pit coal handling, stockpiling and other operations is equipped with a rotary cutter assembled on the front which cuts and loads materials to an internal conveyance system. The conveyors carry the materials through the center of the machine to a rear discharge conveyor. The rear conveyor moves left or right and up or down and can be positioned to load trucks and trains. The machine is equipped with a G.M.C. 6V-71-7064-7200 engine but other engines are also available. WRITE: RAHCO Mining Division, Dept. CN, R. A. Hanson Disc., Ltd., P. O. Box 7400, Spokane, Washington 99207 U.S.A.

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FILTER FOR INKS, VARNISHES, PAINTS -- The "VIP" Viscous Ink and Paint Extended Service Filter is designed for use by manufacturers of paint, varnish, viscous ink and adhesives. According to the manufacturer, the filter significantly increases flow rates and contaminant- or dirt-holding capacities. The depth filtration cartridge is impregnated with phenolic resin to insure dimensional stability. There are no grooved rings to disintegrate or break off and contaminate batches being filtered. The interlocked and resin-bonded rayon fibers combine minimum pressure drop, filtration efficiency and maximized dirt-holding capacity. WRITE: R. R. Wesley, Jr., The Carborundum Company, Dept. CN, Commercial Filters Division, State Road 32, Lebanon, Indiana 46052 U.S.A.

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DRAWER-CLAMP FOR FURNITURE MANUFACTURERS -- The model 202 drawer-clamp is intended to increase speed and quality of assembling drawers and cabinets. The machine holds the drawer parts under pressure while the drawers are assembled with a hand staple gun. The manufacturer says one operator can assemble 60 to 80 drawers per hour with the model 202. The drawers are assembled squarely, with fast set-up time for varying sizes. The machine can also be used in assembling cabinets.

Its capacity is 50 in (127cm) left to right, 12 in (30.5cm) front to back, and 26 in (66cm) height.

The price is approximately \$2,985. WRITE: Neal R. Lancaster, J. M. Lancaster, Inc., Dept. CN, Drawer 5280, Greensboro, North Carolina 27403 U.S.A.

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HELICOPTER SAFETY DEVICE WARNS OF IN-FLIGHT BLADE --

The "In-Cockpit Blade Inspection System" (IBIS) for helicopters warns the pilot during flight of any rotor-blade failure. The system includes a pressure indicator on each rotor blade. When the blade pressure is reduced, the indicator changes color and uncovers a radioisotope which transmits a small amount of radiation. The detector, located near the top of the helicopter housing, senses the radiation and activates a warning light in the cockpit. The manufacturer says the IBIS is simple to install and requires no slip rings. The price range is \$5,000 to \$8,000. WRITE: Sam C. Dominey, General Nucleonics Division/Tyco, Dept. CN, 2811 Metropolitan Place, Pomona, California 91767 U.S.A.

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AUTOMATIC TIRE-MOLD CLEANING MACHINE -- "Blast-au-matic"

tire-mold cleaning units are designed for fast, dry and safe removal of dirt, carbon and scale build-up from aluminum or steel tire molds. The fully automatic machines use glass bead abrasives to remove foreign material. As the guns rotate and oscillate, the glass beads are picked up from a reservoir and blasted at high speed against the mold surface. The beads are recovered for multiple use while the dirt and carbon are discharged. "Blast-au-matic" models are available for both tire-mold users and mold manufacturers in a range of sizes from 48 in (1.219m) in diameter to 72 in (1.829m). Prices range from \$2,300 to \$12,000. WRITE: Glenn M. Root, G. M. Root, Inc., Dept. CN, 11 Burch Avenue, Buffalo, New York 14210 U.S.A.

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LOW-POWERED IRRIGATION SYSTEM -- Crown American Irrigation Company, with 25 years experience in side-roll irrigation, has developed world markets with a new low horsepower, highly maneuverable, side-roll irrigation system. The system is said to require less attention because of the new drive system developed to keep the irrigation system in line during its operation. This price is \$800-\$1,000 and the firm offers technical help to firms interested in handling their line of equipment. WRITE: Douglas S. Sawyer, Crown American Irrigation Company, Dept. CN, 5185 Airport Road, P. O. Box 2818, Eugene, Oregon 97402 U.S.A.

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OIL DISPOSAL KIT FOR DO-IT-YOURSELF OIL CHANGES -- The "Oil-Away" is designed for the person who finds it difficult for ecological or other reasons to dispose of old oil drained from a car or truck. The kit contains a wood-fibrous material that is highly absorbent of oil. The oil is drained directly into the absorbent material which is packaged in a sturdy vinyl bag (with wire tie) contained in a corrugated box. The outer box is then closed and disposed of in any large trash can. The entire package is small enough to fit under any vehicle yet efficient enough to absorb 5 qts (5.5 l) of oil. WRITE: Melvin S. Koral, Stand-Out Products, Inc., Dept. CN, 32607 39th Place, S.W., Auburn, Washington 98002 U.S.A.

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BOAT PROPELLER GUARD PROTECTS SWIMMERS AND WATER SKIERS --

The Safety and Propeller Guard encloses the outboard motor or stern drive unit of a boat in a cage of cold rolled steel, making it nearly impossible for swimmers or skiers to come in contact with the spinning propeller. It also protects the propeller from contact with floating or submerged objects in deep or shallow water. The manufacturer says the guard creates virtually no drag or speed loss. It fits all outboard motors and stern drive units and is described as easy to install.

The price range is \$48 to \$115. WRITE: Donald Balias, Donald Balias Safety and Propeller Guard, 1003 Caillavet Street, Biloxi, Mississippi 39530 U.S.A.

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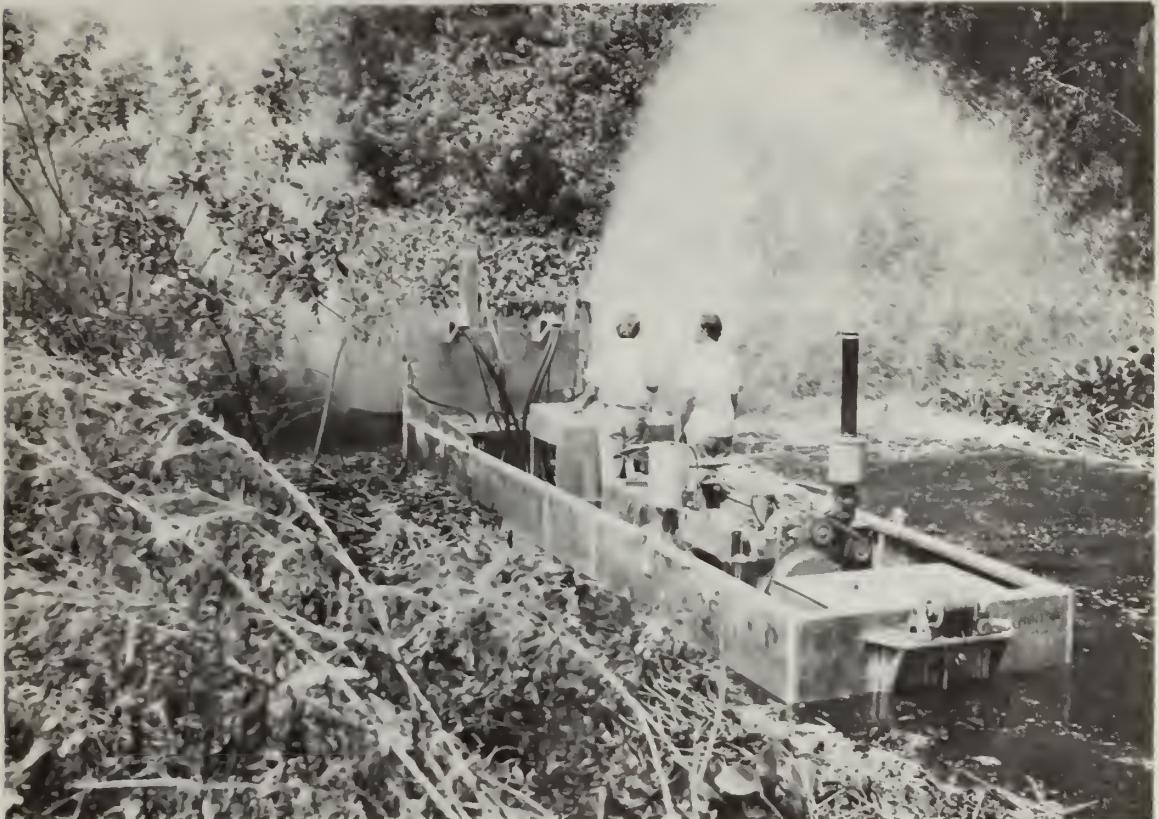
PRE-MANUFACTURED DENTURE -- The "Comfo-Dent" Denture comes with a pre-manufactured base and can be installed by a dentist in one appointment in about an hour at a fraction of the cost of a custom-made denture.

Developed to make dentures affordable by anyone, the denture has a base of hard acrylic molded around a surgical steel bar with a resilient formable acrylic for the remaining part. The formable acrylic is softened by emersion in hot water, after which it can be formed to the individual mouth. An acrylic liner is used for final fitting. Teeth are available in three shapes and shades. The dentures are priced at \$12.50 a set to agents. WRITE: Carl F. Fries, Comfo-Dent Corporation of America, Dept. CN, 14433 North 73rd Street, Scottsdale, Arizona 85254 U.S.A.

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"LEMPCOLOY" PLAIN BEARING BUSHINGS FOR DIESMAKING AND STAMPING INDUSTRIES -- These bushings are made of a new material - "Lempcoloy" - which requires no lubrication because of its inherent slipperiness. The manufacturer says the "Lempcoloy" bushings can even operate submerged in commercial solvents. Although of metallic origin, the material cannot be magnetized and will not jam up from particle infiltration. The anti-friction bushings will also not conduct electricity. Described as the hardest commercially-available bushings, they are wear- and corrosion-resistant with high tensile strength. "Lempcoloy" bushings are available in both metric and English sizes. WRITE: Keith Mishne, Lempco International, Inc., Dept. CN, 5490 Dunham Road, Cleveland, Ohio 44137 U.S.A.

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AQUATIC WEED CUTTER AND MULCHER -- The "Cookie Cutter" is designed to cut surface and submerged aquatic weeds including the roots. Used primarily by agencies charged with care of natural resources, the unit can clear channels of aquatic weeds or cut boat trails through infested areas. Two rotary blades mounted forward are used both for propulsion and weed cutting. The unit is powered by a 174 HP General Motors 6-71 Industrial Diesel engine. Cutting blades are hydraulically driven and are individually reversible for maneuverability. The depth of each cutter is individually controlled with hydraulic cylinders. Overall length and width are 28 ft and 8 ft (8.53m and 2.44m). Maximum width and depth of cut are 8 ft and 4 ft (2.44m and 1.22m). WRITE: Rodney Fries, Lantana Boatyard, Inc., Dept. CN, 808 N. Dixie Highway, Lantana, Florida 33462 U.S.A.

"SPEED-CONTROL" KEEPS AUTO VELOCITY CONSTANT -- This Speed-Control device automatically keeps an automobile going at a pre-determined speed, even on hills, saving fuel and eliminating the need for speedometer watching. The manufacturer says the Speed Control also eliminates leg fatigue that develops during long drives from accelerator pressure. A tap on the brake disengages the operation of the device so the driver has normal manual control of the accelerator. A touch of the "resume button" allows him to return to the pre-set speed after braking - without resetting the unit. Tapping a "set button" allows him to accelerate 2 mph (3.2 kmph) to a higher constant speed. Depressing the same button slows the car to a lower constant speed. The Speed-Control units are available for a large number of Japanese, European and U.S.-made automobiles equipped with either standard or automatic transmissions. Each system combines mechanical-speed sensing, electromagnetic control and pneumatic actuation. WRITE: J. A. Henderson, ARA Manufacturing Company, Dept. CN, P. O. Box 870, Grand Prairie, Texas 75050 U.S.A.

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HIGH INTENSITY WARNING LIGHTS FOR AIRWAY OBSTRUCTIONS -- The "FTB-205 ElectroFlash" Beacon System is used primarily to mark radio and television towers, chimneys, natural-draft hyperbolic cooling towers, buildings and other tall structures as a warning to aircraft. A special three-level flash code is used for support towers for overhead transmission line crossings of rivers or deep valleys. The system operates at three light intensities, 200,000 candela (day), 20,000 candela (twilight) and 4,000 candela (night). The manufacturer says the 40 flashes per minute are very conspicuous to pilots flying on a potential collision course yet are not objectionable from the ground because of their narrow beam (3.5-degree vertical dispersion, 120-degree horizontal) and light stops that prevent radiation downward. The system includes fully automatic control and monitor. The Xenon flashcubes have no filaments and are long-lived. The price of a beacon is \$2,750 and of the controller and photoelectric control, \$1,475. WRITE: Donald J. Rowe, Flash Technology Corporation of America, Dept. CN, 111 Lock Street, Nashua, New Hampshire 03060 U.S.A.

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PORTRABLE "HIDE A SAFE" VAULT -- This inconspicuous safe for travelers or any jewelry owners is shaped like a coat hanger. The manufacturer says its vise-like-action hook is anchored safely to closet pole or door knob with one key lock and one combination lock. The alarm model is equipped with a motion-sensitive alarm powered by two AA 1.5 volt batteries. Suggested retail price for the standard model is \$34.95 and for the alarm model, \$44.95. WRITE: Franklin Chun, Franklin Chun, Marketing, Dept. CN, P. O. Box 12093, 701 Naples Street, San Francisco, California, 94112 U.S.A.

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"BIG THUMB" ATTACHMENT FOR BACKHOES AND EXCAVATORS -- This device converts single-purpose backhoes and excavators into multipurpose material handling and digging machines, yet folds compactly out of the way for normal trenching. Like a human thumb in a sense, the device will grip and hold heavy, clumsy objects within the capacity of the vehicle to which it is attached, yet it can gently handle items subject to damage. No special skills are required to operate the "Big Thumb." Prices range from \$769.91 to \$5,660. WRITE: Ralph Heald, Channel Corporation, Dept. CN, P. O. Box B, Great Road, Boston, Massachusetts 01740 U.S.A.

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SAFE DEPOSIT BOX WITH HINGELESS DOORS -- The new "Carey Safe Deposit Box" is made with hingeless doors. According to the manufacturer, this means fewer moving parts to wear, fewer pry-points for potential burglars, and easier maintenance and cleaning. The leaf or lever lock mechanism is described as pick-proof. When the two locks on the front door panel are opened, the entire box can be slid out from the case. The bond box behind the rugged, die-cast door is made of polypropylene and has no painted surface to become nicked or marred. The boxes are designed to eliminate the need for costly changes of locks each time they are reassigned. When a new user takes over, the plastic number insert on his box is simply changed and the box moved to a new position in the case. Prices range from \$127 to \$722 per case of boxes, depending on size. WRITE: James M. Miles, Miles Osborn, Inc., Dept. CN, 1511 E. Edinger Avenue, Santa Ana, California 92705 U.S.A.

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REUSABLE TRAPS FOR DETECTION AND MONITORING OF INSECTS -- Kitterman "Insect Monitor Traps" help farmers, orchardists, or any agricultural specialist concerned with insect control determine when and where to apply insecticides. Male insects are continually lured to the traps by synthetic copies of the odorous compounds female insects normally produce as a sex attractant. The traps are made of plastic parts and include a wood post. The manufacturer says they are easy to install, reusable and can be adjusted as the plants grow. Each trap kit costs \$20 and includes four stations with all parts needed except the lure dispensers. The dispensers -costing under \$1.00 each - are specific for each pest and remain effective for two to twelve weeks. They are currently available for ten different insects, including the beet armyworm, cabbage looper, grape berry moth, oriental fruit moth, soybean looper and gypsy moth. WRITE: J. Drew Horn, Conrel, Dept. CN, 735 Providence Highway, Norwood, Massachusetts 02062 U.S.A.

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ELECTRICALLY-OPERATED MOVIE AND SLIDE PROJECTION SCREENS -- Described as a new concept in the construction and operation of electric projection screens, the Knox electric screens are modular, with low-voltage switching and built-in facilities for multiple switching. Key switching and wireless switching are also available on all models. The modular design allows the motor, transformer and relays to be placed in a separate unit which can be detached without dismounting the screen from wall or ceiling, simplifying access and servicing. The low-voltage switching increases safety and reduces installation costs. WRITE: Pearl Lanterman, Knox International, Inc., Dept. CN, 111 Spruce Street, Wood Dale, Illinois 60191 U.S.A.

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FIRE/RESCUE PATROL BOAT -- This fire retardant fiberglass Patrol Boat is 28 ft (859cm) long, 10 ft 10 in (330cm) beam, and draft of 28 in (70cm). The deck and trunk cabin are bright international orange color (gel coat) for high visibility. It is powered with twin 270 hp Crusader gasoline marine engines for top speed of 36 mph (31 knots) as equipped. A single Volvo Penta pump engine drives a fire-pump engine with 500 gal-per-min (gpm) capacity at pressure of 100 psi. This craft can also be equipped with extensive line of emergency medical equipment to permit dual use as fire and emergency medical rescue (ambulance) boat. The modified deep-vee hull with monohedron afterbody provides high speed performance with seaworthiness. Price is \$55,000. WRITE: Seabury C. McGown, Uniflite, Inc., Dept. CN, P. O. Box 1095, Bellingham, Washington 98225 U.S.A.

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ORGANICALLY TREATED ANIMAL MANURE -- "Aerodor Preserved Manure" is biologically treated waste from steers preserved for use as fertilizer by growers of commercial food and other crops. The active portion is said to be readily soluble in irrigation water for rapid absorption by plants. The aerobic treatment process controls odors - and alters ammonia to eliminate the chance of burning plant roots. The treated manure is priced at \$39.10 a metric ton. WRITE: K. C. Mattson, K. C. Mattson Company, Dept. CN, 524 S. Rosemead Boulevard, Pasadena, California 91107 U.S.A.

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POLYCARBONATE FIRE NOZZLES -- The manufacturer of these precision-moulded fire nozzles says they are lightweight, low in cost, and not subject to pilferage. An integral moulded bumper is standard with each fog nozzle, and an increased section at the threaded inlet is designed to assure heavy duty performance. There is a built-in stop to prevent binding of internal, moulded parts and a specially designed "0" ring positioned to keep water pressure from the nozzle's working parts. Fog and electrical nozzles are available in a 1 1/2 in (3.81cm) size. A 1 in (2.54cm) nozzle is available for special forestry or industrial use. WRITE: Richard L. Church, United Fire Safety Company, Ltd., Dept. CN, 3732 Bowen Road, Lancaster, New York 14086 U.S.A.

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MULTI-FUNCTION CIRCUIT ANALYZER -- The "Datatester 1200" Multi-Function Circuit Analyzer is designed for servicing complex digital systems, including computers. The compact, portable Datatester weighs just 11 lbs (5kg). According to the manufacturer, it provides a single digital test capability to replace separate oscilloscope, frequency meter, pulse timer, digital multimeter, peak-reading voltmeter and duty-cycle meter. Used in conjunction with systems signals, it can diagnose entire system logic arrays and isolate faults down to the component utilizing the Transition Redundancy Check (TRC) logic analysis approach. The price is under \$2,500 in single quantity. WRITE: Jerry Hartman, Data Test Corporation, Dept. CN, 2450 Whitman Road, Concord, California 94518 U.S.A.

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"MIDMARK" TRENCHER -- This rigid-frame trencher is described as "fully hydraulic," with fewer moving parts to wear and no clutching or shifting. The machine has five forward digging speeds, one reverse speed and a ground drive infinitely variable from 0 to 6 mph (9.66km/hr.). The trenching capacity ranges from 5 in (12.7cm) to 18 in (45.7cm) in width and up to 66 in (167.6cm) in depth. According to the manufacturer, the T-Bar control of the backfill blade allows easier and more accurate backfilling. The rear-located swivel seat gives the operator excellent visibility, front and rear. The trenchers are powered by 30 and 37 HP Wisconsin engines with Cessna hydraulics. Price range from \$9,500 to \$15,000. WRITE: Rick Kaylor, Midmark Division/I.E. Industries, Dept. CN, 626 E. 3rd Street, Minster, Ohio 45865 U.S.A.

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DIGITAL TELEPHONE TIMER -- The solid state "GRS Model 100" Telephone Timer provides a way for the homeowner or businessman to gain added control over the cost of long distance phone calls. The unit can be placed directly on most models of telephones for easy accessibility and use in timing calls. The readout is a bright, three-digit LED display indicating tens of minutes, minutes and tenths of minutes as they elapse. The electronics provide for automatic resetting. The device is powered by four ordinary penlite batteries, and costs \$29.95. Diversified applications include kitchen, photographic and industrial timing. WRITE: Mark D. Goff, GRS Instruments Inc., Dept. CN, 8730 King George Drive, #100, Dallas, Texas 75235 U.S.A.

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ELECTROSTATIC PRINTER FOR CARTONS AND CASES -- The "Unimark" printer for online coding of corrugated cartons never actually touches the surface it is printing on. The manufacturer says this makes it possible for the device to print clearly the dates, numbers or other codes needed on corrugated cases - even if they are irregular, unfilled, unsupported or damaged. The characters or design are first prepared on a stainless steel printing screen by a photographic process. The screen is mounted on the printing cylinder. Electrostatically charged particles of dry toner - or ink substitute - are brushed over the charged screen. The resulting forces drive the toner through the screen onto the case, where heat lamps permanently bond it. The system can apply codes at line speeds up to 100 ft (30.5m) per minute and faster if additional setting stations are provided. WRITE: F. J. Sarknas, Matthews International Corporation, Dept. CN, P. O. Box 4999/Penn Circle East, Pittsburgh, Pennsylvania 15206 U.S.A.

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TESTING SET FOR HEARING AIDS -- The "Fonix 5500" Hearing Aid Set is designed for rapid, simple and accurate testing and documentation of the performance of hearing aids. It tests for sound pressure level, total harmonic distortion and signal-to-noise ratio. According to the manufacturer, the 5500 completely tests the performance of the aid from 200Hz through 5 KHz and produces a graph or data table of results - all in just 25 seconds. The unit is controlled by an internal micro-computer which can be programmed for modified or additional functions. It contains provision for up to four special purpose options. The testing device for hearing clinics, audiologists, otologists and school systems costs about \$3,800. WRITE: William H. Pyle, Frye Electronics, Inc., Dept. CN, P. O. Box 23391, Tigard, Oregon 97223 U.S.A.

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PORTRABLE CONCRETE AND GUNITE MIXING PLANTS -- These automatic cement mixers can be hauled to the job site with a pickup truck and set up for operation within minutes. They can turn out fresh material as needed. The ratio of cement to sand and rock is automatically controlled and can be varied with a simple turn of a dial. The proportion of water, also gauged automatically, can be adjusted for each small quantity of mix. The "Porta-Batch" equipment is especially recommended for contractors who often need small batches of concrete, or who operate in remote areas or who find ready-mix cement too costly. The two sizes, complete with generator, sell for \$9,400 and \$13,000. WRITE: Robert H. Morgan, B&B Fabrication and Machining, Dept. CN, 8422 Katella Avenue, Stanton, California 90680 U.S.A.

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"WATCHDOG" ELECTRONIC MONITOR FOR FARM MACHINERY --The "Watchdog" monitoring system is designed for machinery used in growing all kinds of grains. Each unit is made up of several monitors and sensors and can be used both on drills at planting time and combines at harvest. The digital, grain-loss monitor, working with a full-width sensor, instantly tells the operator, how many kernels are being lost each second, and how the sieve and walker are functioning, so he can adjust his speed accordingly. A shaft monitor gives instant indication of belt slippage of plugging up at six locations on the machines. In dry fields, a hot-bearing indicator can help prevent field fires. There is a digital tachometer for readings of speed at twelve locations. Other monitors, including a bin level indicator, are available as optional extras. WRITE: Guy J. Swanson, Watchdog, Inc., Dept. CN, E. 5602 Desmet, Spokane, Washington 99218 U.S.A.

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"BIGTOYS" PROVIDE CREATIVE PLAY ENVIRONMENT -- A highly flexible system based upon durable softwood logs, galvanized steel bars and special fittings in combination, "BigToys" can create infinite variations in play structures. The variations depend on the number of logs used and accessories added, such as tire swings, cargo nets, and steering wheels. Potential end-users include schools, parks, recreational areas, churches, zoos, nurseries, day care centers and housing and shopping developments. Price range is \$250-\$3,000. WRITE: Michael T. Pracna, BigToys International Corporation, Dept. CN, 3113 South Pine Street, Tacoma, Washington 98409 U.S.A.

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DECORATIVE IRON-ON TRANSFERS FOR FABRICS -- According to the manufacturer, these heat transfers, including lithographs and "glitters," will withstand eighteen- to twenty-machine washings in hot water with approximately 5 percent loss in color. The transfers can be used on any garment between 50 percent and 100 percent cotton. The company will also produce original designs, but requires a minimum order of 5000, instead of the usual 300, for them. Prices of transfers range from \$.25 to \$.52, depending on type and quantity ordered. WRITE: Frank J. Mahoney, Vector Associates, Dept. CN, 601 E. Dewart Street, Shamokin, Pennsylvania 17872 U.S.A.

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"AUTHEENTIPRINT" FINGERPRINT IDENTIFICATION SYSTEM --

The "Authentiprint Identification System" is a portable, inkless, non-toxic fingerprint verification system. According to the manufacturer, "Authentiprint" is a simple, unique way to protect merchants and retailers from stolen, forged, insufficient funds and accounts closed checks. Furthermore, the system discourages the use of stolen or unauthorized use of credit cards. The manufacturer says that the "Authentiprint" system consists of a dispensor containing 500 pressure sensitive, chemically treated stickers, and a thumb pad containing a colorless non-toxic activator that will not smudge or stain. The product is suggested for use by retailers, banks, and anywhere checks and credit cards are used.

WRITE: James P. Gray, the Great American Products Corporation, Dept. CN, Suite 105, San Jose, California 95125 U.S.A.

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"PLASFILL" -- According to this company, "Plasfill" is a natural material used as a filler for plastic manufacturing, and used as a filler for plastic resins which can reduce the cost of manufactured parts by approximately half without sacrificing strength. "Plasfill" has been successfully used with injection molding equipment, spray-up guns and most plastic working tools. The firm says it has been added to a variety of thermoplastic resins, and for some applications "Plasfill" provides improved tensile and flexural strength along with lower cost. Samples and engineering data can be supplied to interested parties on request. Price is \$.12/lb.

WRITE: Bruce J. Hancock, Hancock International, Dept. CN, 1649 West 6th Avenue, Mesa, Arizona 85201 U.S.A.

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"ODOR-BAN" ELECTRIC ROOM DEODORIZER/NIGHT LIGHT -- "Odor-Ban" is a small acorn-shaped plastic unit that plugs directly into electrical outlets (110V/220V). A small, specially formulated chemical tablet inserted in the unit is activated by a four-watt resistor. Air permeates room or office area destroying all offensive odors. Used in kitchens, bath, nurseries, smoky rooms, office, etc. The manufacturer says the built-in 1/6 watt Neon Lamp will glow for ten years - no bulbs to ever buy. Choice of tablet fragrances - Pine - Lemon - Floral. Replace tablet weekly.

WRITE: Hal Costello, Coswell Products, Inc., Dept. CN, P. O. Box 5739, 5254 Jackman Road, Toledo, Ohio 43613 U.S.A.

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"HY-POWER HOIST" CONVERTS PICKUPS INTO DUMP TRUCKS --

"Hy-Power Hoist" Conversion Kits can turn pickup trucks into dump trucks capable of unloading more than two tons of payload in 15 seconds. The components in the ready-to-install kits require no welding or cutting to frame or body, and the conversion does not alter the appearance of the vehicle. Recommended for the construction industry, nurseries, farms, dairies, utilities, etc., the "Hy-Power Hoist" can be installed by anyone with a basic knowledge of mechanics. Electro-hydraulic powered (12V DC) kits are available for Ford, Chevrolet, Dodge, International and smaller trucks such as Datson, Toyota, Courier, or Luv, as well as custom units. U.S. retail price is \$950. WRITE: Al Fritz, Solex Engineering, Inc., Dept. CN, 1811 N. 25th Drive, Phoenix, Arizona 85009 U.S.A.

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DUAL FLUSH WATER MISER -- This water saver for toilet tanks provides a choice of a half-tank flush for liquid waste or a full-tank flush for solid waste. The manufacturer estimates a family of four can save 40 gal (150 l) of water a day with the system. There are no moving parts to wear and installation requires only a screwdriver and five minutes of time. The non-corroding water saver for homes, apartments, hotels, and anywhere saving water and reducing sewage problems is a concern. Retails for \$4.98. WRITE: David L. Stakofsky, Savway Company, Inc., Dept. CN, 930 Clarkson Avenue, Brooklyn, New York 11203 U.S.A.

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"LOGISCOPE" FOR DESIGNING, DEBUGGING AND TESTING DIGITAL SYSTEMS -- The manufacturer of the "Logiscope" says it provides "snapshot" capture of eight digital data channels at sample frequencies up to 20 MHz. The 20D will display an 8-trace timing diagram on virtually any oscilloscope. The instrument is small and light for portability, and the manufacturer says it represents a "breakthrough" in the size/performance ratios of logic analyzers. The "Logiscope" provides a pre-trigger recode mode for looking back in time (up to 256 sample bits before trigger), as well as a delay mode for selectable postponement (up to 9,990 samples after trigger). The instrument also offers a latch mode for capturing glitches as narrow as 10nS. WRITE: Ken Pine, BP Instruments, Inc., Dept. CN, 10601 S. De Anza Boulevard, Cupertino, California 95014 U.S.A.

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RAIN REPELLENT FOR WINDSHIELD, WINDOWS, MIRRORS AND LIGHTS -- "Rain-X" Automatic Glass Treatment is a liquid polymer coating that is easily and quickly applied to form an invisible water-and soil-repellent coating on all automotive glass for improved all-around visibility and driving safety in rain, sleet or snow. According to the manufacturer, it facilitates removal of frost, bugs, salt and road grime and acts as an "invisible windshield wiper" on all glass areas not serviced by mechanical wipers. The coating is described as unaffected by soaps, solvents or detergents. It can be removed only by abrasion or abrasive cleansers. It will not crack, peel or discolor. End-users include drivers of automobiles, trucks and buses. WRITE: Howard G. Ohlhausen, Unelko Corporation, Dept. CN, 727 E. 110th Street, Chicago, Illinois 60628 U.S.A.

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FIELD GYMMY OFF-HIGHWAY VEHICLE -- This high-flotation vehicle can be adapted to farm use, municipal or industrial sludge disposal or use in any rugged terrain including servicing of drilling rigs. The standard Field Gymmy is equipped with a gasoline or diesel engine, high-flotation tires on all four wheels, five-speed transmission and planetary reduction gears which are said to reduce by 66 percent the twisting load on the clutch, transmission, drive line, ring gear and drive axles. The numerous options include dry or liquid spreaders for chemicals or fertilizer, sludge or sewage-disposal tanks, four-wheel drive, two-speed axles, automatic transmission, no-spin rear wheels, and air conditioning. Each order can be custom manufactured. WRITE: Thomas A. Nienberg, Field Gymmy, Inc., Dept. CN, P. O. Box 121, Glandorf, Ohio 45848 U.S.A.

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"THE ANSWER" SEWAGE TREATMENT SYSTEM -- This fiberglass unit is intended to ease the burden of providing adequate sewage treatment, especially in crowded areas. The sewage flows by gravity from individual home or business into the center of the unit's buried aeration settling chamber. An air compressor installed nearby supplies air to a diffuser at the bottom of the tank. Aeration from it speeds the natural biological breakdown of the sewage. Before leaving the unit, the treated sewage flows into a clarification zone and over a 360 degree weir. In cold climates, as much as 94 percent of the waste products are transformed in the system, according to the manufacturer. In hotter areas, about 80 percent are removed. In all cases, the effluent is described as a transparent, odorless liquid, and if it is sent on to a public sewage system, the job of purification is largely already done. In rural areas, "The Answer" can often be used independently. The price range is approximately \$1,000-\$4,000. WRITE: Michael Zwebner, Enco Sciences, Inc., Dept. CN, c/o 301 E. 47th Street, New York, New York 10017 U.S.A.

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"IMAGICIAN" DIAMOND PROGRAMMER ALLOWS AUTOMATIC CONTROL OF MULTIPLE SLIDE PROJECTORS -- This programmer is a digital dissolve unit controlling two slide projectors, two additional dissolve units and other equipment such as motion picture projectors. ("Dissolve" here refers to the common cinema technique which makes images appear to dissolve into one another.) All functions are directly recorded on reel-to-reel or cassette tape recorder for fully automated program representations, on one to five screens. According to the manufacturer, the unit will be used mainly by persons seeking to present professional-looking shows using slide projectors with multiple screens in which all the instructions to the projectors can be programmed beforehand. The unit is recommended for the audio-visual market, schools, businesses and places of entertainment. A technical background is not needed to run and program the device. The price is approximately \$1,325. WRITE: Stephen Griffin, Griffin International-Clear Light, Dept. CN, P. O. Box 2127, Boston, Massachusetts 02106 U.S.A.

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"HYDROPROJECT" LIQUID WATERPROOFING PRODUCT -- "Hydroject"
is used to protect concrete, masonry, concrete block, stucco, plaster, and adobe from water absorption and its damaging effects including surface deterioration, internal moisture collection, freeze-thaw cycle problems, formation of mildew and fungus, and staining and discoloration. The manufacturer says the product remains effective five years or more and is non-yellowing. It is said to repell or reject water from the treated surface, not merely to block moisture passage, and is recommended for builders, designers, owners of buildings and residences, government housing agencies and health departments concerned with waterborne bacteria and pollution. The cost is estimated at less than 10 cents a sq ft (less than \$1 per sq m). WRITE: James E. Weaver, The Hydrotek Company, Dept. CN, P. O. Box 10254, Dallas, Texas 75207 U.S.A.

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DECORATIVE TOWELS CAPTURING BEACH MARKET -- Picturesque
beach towels, some of which can be folded into carry-all tote bags, are being seen more and more in the United States, Australia, Canada and Japan. Some of the towels carry colorful advertising for popular commercial products and television programs. Other are imprinted with mod phrases or geometric designs. The U.S. manufacturer says the towels account for a substantial share of the American beach-towel market for 1975. WRITE: Barnet Wolf, Franco Manufacturing Company, Dept. CN, 309 Fifth Avenue, New York, New York 10016 U.S.A.

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STEP SIDE CONVERSION KITS FOR MINI-TRUCKS -- According to the manufacturer, the \$395 (FOB point of manufacture) Step Side Pick-up Bed Conversion Kit is a less expensive replacement than stock pick-up beds for Datsun, Toyota, Ford, Courier, Chevrolet Luv and 4-cylinder Mazda mini-trucks. The kit is a simple bolt-on accessory, attaching directly to the stock bed mounting frame. The bed and tailgate are heavy-gauge, cold-rolled steel with an integrally welded, corrugated steel floor and are finished in automotive primer. Fenders and steps are constructed of high strength reinforced fiberglass. All mounting hardware and instructions are provided. The kits are designed for fleet or individual owners as well as auto customizers, builders and salesmen. Dealer inquiries are also invited. WRITE: Jerry Nichols, California Step Side Manufacturing, Inc., Dept. CN, P.O. Box 60249, Sunnyvale, California 94088 U.S.A.

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"DYNASTART" INSURES FAST STARTING IN COLD OR DAMP ENGINES -- This \$19.95 device is designed for use with any 6- or 12-volt car ignition system with a distributor, points and an ignition coil. It is recommended also for use in any 4-cycle engine in trucks, light aircraft, boats and tractors. A high-speed, high-frequency breaker, the "Dynastart" is installed parallel to the ignition points. The manufacturer says when the button is pressed, the "Dynastart" produces a continuous high voltage spark at the plugs to insure quick starting even in 100 percent humidity or temperatures down to 35° below zero Centigrade (-30°F). The "Dynastart" is said to increase the life of the battery, starter and spark plugs and to save gasoline. Installation takes less than ten minutes. WRITE: Michael Romano, Leslie Corporation, Dept. CN, Box 212, Yarmouth, Maine 04096 U.S.A.

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GRID FINGER SYSTEM FOR PACKING BOTTLES IN CASES -- The Hartness Grid Finger System is used on case packers to place bottles into either cases or cartons. According to the manufacturer, the features include: little glass-to-metal contact, reduction of label damage, stainless steel construction which eliminates rust and streaking of labels, significant noise reduction, increased production and efficiency and quick and easy repairs. The guide fingers are rigid, and made of a synthetic material that can tolerate abuse. No tools are needed to assemble or repair the system and there are no rivets, bolts or screws. The 12-pocket system sells for \$1,200, the 24 pocket, \$1,800. Interested soft drink bottlers, wineries, breweries or glass manufacturers should WRITE: T.P. Hartness, Hartness Engineering, Dept. CN, P. O. Box 3567, Park Place, Greenville, South Carolina 29608 U.S.A.

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EXPLOSION-PROOF ELECTRICAL CONNECTORS FOR ALL ENVIRONMENTS -- The "Electro Enviro-Mate" is a specially designed and patented neoprene, rubber-electrical connector. The manufacturer says it was designed to eliminate typical problems encountered wherever water, mud, sand and explosive gases limit conventional systems. It is made so that a spark which could cause electrical or explosive damage can never be emitted during mating. As mating occurs, water, salt deposits, sand and other foreign matters are wiped clean from the socket to provide a leak-proof seal. Enviro-Mate connectors are specially recommended for the petroleum and mining industries, food and pharmaceutical processing, all underwater systems, and other applications including airport lighting and power systems. They are priced between \$9 and \$50. WRITE: Thomas A. Poe, Electro, Dept. CN, 15146 Downey Avenue, Paramount, California 90723 U.S.A.

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"AIRLIFT-AGITATOR" PARTS CLEANER -- This unit for aircraft, auto, boat, farm equipment and other repair shops operates on air pressure with no electrical hook-up required. The manufacturer says the vertical reciprocating action of the agitator cleans parts in three to five minutes. The unit will fit any standard 6 gal (23 l) pail and can be quickly installed in any location. A special shut-off valve controls air pressure. The mechanic is freed for other work while the agitator automatically cleans the parts, with no brushing required. The price is approximately \$40. WRITE: Dick M. Hanning, Hanrow U.S. Industries, Inc., Dept. CN, 10389 Los Alamitos Boulevard, Los Alamitos, California 90720 U.S.A.

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ASPHALT PAVER -- The Mauldin self-propelled, hydrostatic paver is of modern design, with variable displacement pump and low-speed, high-torque motors. It is made with Kohler engines, Vickers pumps and standard bearings. The machine can vary the paving width while moving, and vary its speed continuously up to 150 ft (45.75m) per minute. The maneuverable paver can turn completely around on an 8 ft x 8 ft (2.44m x 2.44m) truck body and can transport up to 4 1/2 tons to places trucks cannot get. The \$9,200 paver has a complete fold-down hopper and a power train fully enclosed to protect the drive chains from asphalt buildup. WRITE: John Corson, Agro/Industrial Export, Dept. CN, P. O. Box 2272, Lafayette, Indiana 47906 U.S.A.

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LOW-COST GENERAL PURPOSE ELECTROSURGICAL UNIT -- The Clinic/200 is a solid-state electrosurgical unit for the doctor's office, medical clinic or emergency room. The manufacturer says the unit is useful in performing a variety of general as well as special surgical procedures requiring low to moderate power levels. A complete line of accessories, both disposable and reusable, is available. Front panel controls are identified by graphic symbols to aid the user in identifying control and connection functions. The unit costs \$750. WRITE: Duane C. Sutfin, Electro Medical Systems, Inc., Dept. CN, P. O. Box 17126, Denver, Colorado 80217 U.S.A.

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"ECOLO-CHIEF" SEWAGE TREATMENT SYSTEMS -- According to the manufacturer, these sewage plants employ both primary and secondary treatment to insure dependable and effective removal of 90-95 percent of the biochemical oxygen demand, suspended solids and chemical oxygen demand. Systems to treat from 7200 gal (27,360 l) per day to 300,000 gal (1,140,000 l) per day can be custom planned to serve many kinds of developments including apartment complexes, campgrounds, motels, hotels, shopping centers, small communities, and construction or mining camps. The systems use both anaerobic and aerobic action, a settling tank and an optional disinfectant process to yield what is described as a clear, odorless liquid which may safely be discharged in available waters or soils. The price range is approximately \$15,000-\$85,000. WRITE: Henry I. Turner, Chief International, Inc., Dept. CN, P. O. Box 2078, Grand Island, Nebraska 68801 U.S.A.

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"MIX 'N DIP" MASTITIS CONTROL FOR DAIRY HERDS -- The manufacturer of this powdered, chlorinated teat dip says it allows effective, economical control of mastitis. The product is supplied in single-use packets that are designed to be dissolved in 1 qt (.95 l) of water. It is based on organic chlorine with emollients to prevent teat irritation and in the recommended dilution yields at least 6000 ppm available chlorine. The product is supplied in a kit of eight 1-oz (28.4g) packets with a mixing container, or in cartons of 32 packets. WRITE: Wayne Garlid, H B Fuller Company, Dept. CN, 2400 Kasota Avenue, St. Paul, Minnesota 55108 U.S.A.

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CORDLESS ELECTRIC HOT LATHER DISPENSER -- According to the manufacturer, the Hot Lather Dispenser fits most aerosol cans of shaving cream. The unit is plugged into a electric outlet and when the light goes off, approximately 60 seconds, later, it is ready to be placed on top of the aerosol can. The lather comes out hot and is used to soften the beard for an easy, clean shave. The dispenser is small and light in weight and fits easily into a shaving kit. No cords, no bulky canister holder. The unit can be wound for 120 volts and 220 volts. Price range to wholesaler \$2.50 to \$2.95 FOB Asheville. WRITE: Frank C. Farnam, Farnam Manufacturing Company, Inc., Dept. CN, P. O. Box 5415, Asheville, North Carolina 28803 U.S.A.

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POLYMER PLASTIC ICE SKATING SURFACE -- "Skate On" is the new ice age, nonrefrigerated polymer plastic indoor ice skating surface recently introduced to the market after 4 1/2 years of testing and research. Manufactured in 2 ft x 2 ft (59.69cm) interlocking squares 1/4 in thick (6.35mm) it sells for about \$6.25 per sq ft in the U. S. and requires minimal maintenance, is extremely portable, and never bonded to the subsurface. "Skate On," is said to be an ideal training surface for ice skaters, hockey, racing and figure skaters, both amateur and professional as well as schools, universities, municipalities, shopping centers, ice shows and indoor ice rinks. Can be installed in any size, shape or color, can be put down and removed quickly, and requires no special skates or equipment. WRITE: Gene Plattner, Skate On, Dept. CN, P. O. Box 28529, St. Louis, Missouri 63141 U.S.A.

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MOTORCYCLE TENT-CAMPER -- The "Time Out" Tent-Camper is kept small and light so it can be towed behind a motorcycle or a small car. Closed, it measures 3 ft x 5 ft (.91m x 1.52m) and is just 1 ft (.305m) high. The manufacturer says the tent-camper will sleep two persons comfortably and a party of four with optional bunk style cots. The exterior is aluminum, the frame is welded steel and the tent itself is a vinyl-clad nylon. There is ample storage for camping equipment. The motorcycle tent camper sells for \$522.50 FOB Indiana. WRITE: Larry Kane, Kane International, Dept. CN, 724 W. Bristol, P. O. Box 395, Elkhart, Indiana 46514 U.S.A.

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"NOMAR" POLYESTER SIGNS -- "Nomar" is a fiber-reinforced polyester material for durable interior and exterior signs. The screened images are embedded below the surface of the fiber and plastic to protect the printed message from ultraviolet rays, vandalism and weather, and insure color stability. The manufacturer says "Nomar" is non-static and repellent to chemicals and solvents. Any image in any printable color can be reproduced on "Nomar" signs from camera-ready art, so the signs are suited to carrying corporate logos and symbols as well as maps, photos or graphic designs. WRITE: F. J. Sarknas, Matthews International Corporation, Dept. CN, P. O. Box 4999/Penn Circle East, Pittsburgh, Pennsylvania 15206 U.S.A.

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GASEOUS MINE LASER -- This Laser gives a continuous bright red reference line that can be used over a great distance. The manufacturer says this tool will cut measurement labor costs to a fraction, plus increase production substantially. The Model 930 comes with rugged mounting brackets, easy adjustment leveling or grade setting head and is completely self-contained with its own rechargeable batteries. The Model 930R Coal Mine Laser projects a plane of light that can cover an entire work area either deal level, slope, or vertical. Used with the Micro Sensing Device, this laser tool creates instant reference throughout the entire work area - giving tremendous savings in time and money. WRITE: Bob Vanneman, Micro-Grade Laser Systems, Inc., Dept. CN, 2352 Charleston Road, Mountain View, California 94043 U.S.A.

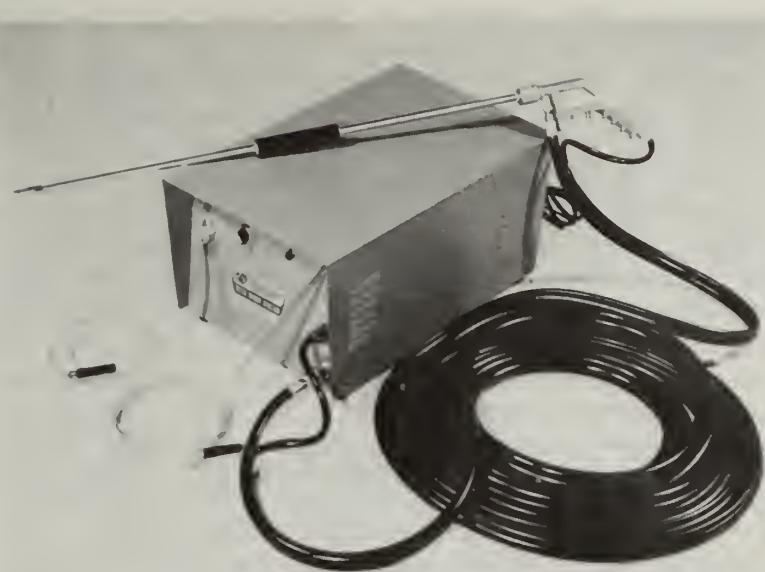
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SANITARY FOOD STORAGE SHELVING -- The manufacturer of the new Dyna Bilt food storage cooler equipment says the shelving eliminates openings, pockets and corners which can collect bacteria and make cleaning and steaming difficult. The modular construction allows various size combinations to fill any storage area. Adjustable levelers compensate for problems of tilted and pitched floors. The shelves are constructed of pipe with all ends capped, and are hot-dipped galvanized after fabrication. Interested food warehouses, supermarket and chain stores and cold storage firms should WRITE: Charles Burtman, Burtman Iron Works, Inc., Dept. CN, 59 Sprague Street, Readville, Massachusetts 02137 U.S.A.

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CREEP/STRESS RUPTURE TESTER -- The Series 2320 Lever Arm Tester is used to do either creep or stress rupture testing. It has automatic beam leveling, motorized drawhead with SCR control. Counter-balanced lever arm with precision ratio adjustment and rotatable hardened knife edges. Convenient side operation feature provides more efficient use of laboratory space. A complete selection of furnaces, ovens, controls, extensiometers and other accessory equipment is available. Suggested end-users include metallurgical laboratories, and plastic industries. Price is \$3,000 plus accessories. WRITE: Geoff Duncan, Applied Test Systems, Dept. CN, Saxonburg Boulevard, Saxonburg, Pennsylvania 16056 U.S.A.

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COLD WATER WASHING SYSTEM FOR TRUCKS -- The Chemex "Total Wash System" employs special biodegradable chemicals in a portable, high-pressure washing unit equipped with an 80 ft (25.4m) hose and remote controls so that trucks can be washed anywhere in the lot. The manufacturer says the system cleans with cold water without brushing, scrubbing or wiping. The chemical can be used at an economical dilution ratio for both aluminum and painted bodies. Just spray it on and rinse. No installation is needed beyond a water hookup and an electrical outlet. The "Total Wash System" for fleet owners, municipalities, etc., sells for about \$1,500 FOB Cinnaminson, New Jersey. WRITE: R. D. Feldman, Consolidated Chemex Corporation, Dept. CN 855 Industrial Highway, Cinnaminson, New Jersey 08077 U.S.A.

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AUTOMATIC SORTER FOR MANUFACTURERS OF SILICON SUBSTRATES -- The Siltec Model 910 is described as the only instrument in existence that automatically sorts silicon wafers - the basic material of the semiconductor industry. The device measures wafer thickness and electrical resistivity - and sorts the wafers into preselected categories. All operating controls are centrally located on one primary control panel. Digital displays are provided for resistivity and thickness readings, total wafer count and wafer count per category. The three basic configurations of the machine can all handle wafers measuring from 2 in (5.08cm) to 4 in (10.16cm) in diameter. The machine uses a cassette load/unload system that accepts standard 3/16 in (.477cm) spacing cassettes such as the fluoroware PA 72. The price is \$90,000. WRITE: Tom McKee, Siltec Corporation, Dept. CN, 3717 Haven Avenue, Menlo Park, California 94025 U.S.A.

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MAGNETIC SCHEDULING BOARDS -- Designed for businesses, schools, hospitals, government agencies, etc., these magnetic boards combine self-adhesive labels and magnets on pre-ruled steel grid boards. The easily mounted and removed labels let the user record and update information for the monitoring and direction of various parts of his operation. The labelled magnets can be easily moved on the board to register current conditions of a changing schedule. Twelve styles of White House boards are available, providing a choice of grid patterns and sizes. Priced from \$59 to \$139, the boards come with all magnets and labels required for setting up an efficient scheduling system. WRITE: Edward W. Werz, White House Associates, Dept. CN, 201 Montrose Road, Westbury New York 11590 U.S.A.

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GAS DEODORIZER -- This pollution control device for foundries and manufacturing plants is a gas washer designed to eliminate toxic gases from the atmosphere. Different sizes are available for various applications, but the standard model has a tank 30.5 in (77.47cm) in diameter and 48 in (121.92cm) high. The device operates with a vortex blower requiring 2.3 kilowatt of power. The standard unit contains 110 gal (415.8 l) of 10-13 percent blended acid solution which reacts chemically with the incoming toxic gases. According to the manufacturer, the chemical solution can be altered to eliminate many kinds of pollutant gases. The standard unit is priced at \$4,535. WRITE: John Schauer, K.C. Cores, Inc., Dept. CN, 350 E. Ward Avenue, Joliet, Illinois 60432 U.S.A.

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TOOL DRIVES FINISHING NAILS WITHOUT PRE-DRILLING -- The "Spin-Nailer" attaches to an electrically powered hand drill to spin drive finishing nails without splitting hardwoods and without need for pre-drilling. The \$3.95 device is meant for use by do-it-yourself craftsmen or professionals to set finishing nails into hardwood trim, paneling, furniture and cabinetry. The manufacturer says it will fit all 1/4 in (6.2mm) and 3/8 in (9.2mm) electric drills. The company seeks distributors, agents or manufacturers under license. WRITE: Thomas Xerri, Jeffrey Export Company, Dept. CN, One Appletree Square, Suite 1009, Bloomington, Minnesota 55420 U.S.A.

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"LEC-TOUR" -- The "Lec-Tour" is a table-top stand used to hold all notes, papers, etc. for group speakers such as instructors, salesmen, managers, and organization leaders. This lightweight model is designed of walnut-grain, corrugated fibreboard. The manufacturer insures durability and quick, single-unit construction. The price of the "Lec-Tour" ranges from \$4.95 to \$6.95. WRITE: Robert E. Meyer, Possibility Products, Dept. CN, 5828 Ashcroft Avenue South, Minneapolis, Minnesota 55424 U.S.A.

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KALISPEL GUN CASES -- These cases used to protect a gun during transit, are manufactured by the Kalispel Indian Tribe. Although lightweight, compact and easy to carry, every Kalispel case is said to be constructed of heavy gauge, marine-type aluminum, with heavy duty latches and handle. Corners are heli-arc welded for added rigidity. Piano hinges provide trouble free opening and closing, and weather-stripping protects against dust and moisture. All cases feature an identification plate and may be secured with the lock of your choice. Company says standard and custom sizes are unconditionally guaranteed for 5 years. Price range is \$62.95-\$111.95 retail. WRITE: Roy E. Leach, Royel Industries International, Inc., Dept. CN, 10232 N.E. 10th, Bellevue, Washington 98004 U.S.A.

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"AUTOFUSE" FOR AUTO MANUFACTURERS, DEALERS, AND PARTS DISTRIBUTORS -- The manufacturer of this new auto fuse says it provides a marked upgrading in the reliability of electrical circuit protection for car owners. The device is replacing traditional glass cartridge fuses in 1977 full-sized General Motor cars. In contrast to glass fuses, which contain six different piece parts, the "Autofuse" is a plug-in fuse with only two components - an element-terminal combination protected by a tough plastic housing. The compact, space-saving design allows more fuses to be installed in the fuse block, which can now be smaller. Large, easy-to-read amperage numerals are printed on the top of each fuse for ready identification and easy servicing. WRITE: A. M. Kalata, Littlefuse, Inc., Dept. CN, 800 E. Northwest Highway, Des Plaines, Illinois 60016 U.S.A.

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Model WL 60

WHEEL LIFT ALLOWS ONE MAN TO HANDLE LARGE TIRES SAFELY --

The Arnolt Super Duty Wheel Lift is designed for workers who handle heavy road equipment, aircraft or tractors. The new model WL 60 will handle tires up to 6000 lbs (2720kg) and up to 7 ft (2.35m) in diameter. The manufacturer says the equipment is made from structural steel tubing, has rotatable steel rollers and is maintenance-free. Smaller sizes are available for lighter truck or auto tires. Current price is \$650. WRITE: Ian K. Ross, Arnolt Corporation, Dept. CN, P. O. Box 540, Warsaw, Indiana 46580 U.S.A.

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AIR PURIFICATION SYSTEM FOR WORKERS IN CONFINED AREAS --

The Frig/Air Life Support System is designed for sand blasters, tank cleaners, welders, painters, or anyone working in closed-in areas where the air may be contaminated. It uses a refrigerated air dryer with profilters, inner filters and a final filter along with a special combination of disposable absorbent materials. (The manufacturer says it produces pure breathing air that exceeds Grade E of the Compressed Gas Association Standard G-7.) It is lightweight, extremely portable and can be connected to any plant air system. Distributor inquiries are sought. Retail prices range from \$1,695 to \$3,295, with discounts for distributors. WRITE: Richard E. Marzec, Inter-Continental Marketing Service, Dept. CN, 522 S. Sepulveda Boulevard, Suite 207, Los Angeles, California 90049 U.S.A.

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ATMOSPHERIC PRESSURE IONIZATION MASS SPECTROMETER --

According to the manufacturer, this sophisticated instrument is designed to detect the presence of certain substances at far lower concentrations than any system previously available. The instrument will detect parts per trillion. It is not, however, a universal detector and is not sensitive, for example, to common gases such as oxygen. Instead, it is designed to detect trace chemicals in the environment which are generally unpleasant or dangerous to living things, substances that readily add a proton or an electron. Designed for use in biochemical, analytical and environmental pollution laboratories, the device has a wide range of applications. It is being used to analyze for toxic impurities from herbicides. In the search for oil, gas and minerals, it is making tests for minute amounts of escaped gas that indicate the presence of hidden deposits. The manufacturer says the fact that the qualitative and quantitative detection system works at atmospheric pressure, coupled with its high sensitivity, particularly suits it to such work. The instrument sells for \$100,000. WRITE: Michael McKeown, Extranuclear Laboratories, Inc., Dept. CN, P. O. Box 11512, 250 Alpha Drive, Pittsburgh, Pennsylvania 15238 U.S.A.

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REAR MOUNT LAWN MOWER -- The manufacturer says this rear mounted, 3-spindle lawn mower is for use with tractors of 30 hp or less. Advantages include quiet gear-box drive, drop-design twisted blades, and spring loaded belt tighteners. The G-60 mower is available assembled and crated for use by government agencies, farmers and owners of residential property and is priced at \$700. WRITE: Jim Moore, Sun-Mastr Corporation, Dept. CN, 603 South Kansas Avenue, P. O. Box 31, Olathe, Kansas 66061 U.S.A.

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SLOCUM GEMSTONE -- John Slocum, the inventor of this new stone for consumers, jewelry manufacturers and retailers, says it represents an improvement over its starting material - the synthetic opal. According to the manufacturer, the stone was perfected by reducing its water content from as much as 17 percent to less than 1 percent, raising the refractive index and increasing the density. The new synthetic stone is guaranteed not to crack or craze. WRITE: Thomas Palmer, MDI Corporation, Dept. CN, 3419 Rochester Road, Royal Oak, Michigan 48037 U.S.A.

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TRANSCUTANEOUS NERVE STIMULATOR (TNS) FOR CHRONIC PAIN--
Hospitals, doctors and neurosurgeons will be interested in this electronic neural stimulator to be used in the control of chronic pain. The TNS, promises more effective control of pain by the transmission of an electrical current through the skin to peripheral nerves. According to the manufacturer, the product comes with a one-year unconditional guarantee and a Tester Kit which includes a recharger. Price range is about \$340-\$433. WRITE: R. Gilliam, J. A. Preston Corporation, Dept. CN, 71 Fifth Avenue, New York, New York 10003 U.S.A.

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SINGLE CONTROL FAUCETS -- Rockwell's new single-control kitchen, bath and lavatory faucets are made with just one moving part and new sealing and lubricating materials for simplicity and reliability. Backed by a five-year "drip-free" guarantee, the faucets are made with all-brass valving. Rather than ordinary O-rings, the faucets employ "quad rings" and teflon seals to eliminate friction and reduce wear. According to the manufacturer, installation is simple because water supply connections are made to flexible tubes attached to the faucet. The price range is approximately \$10.45 to \$17.34. WRITE: R. G. Bogart, Rockwell International, Building Components Division, Dept. CN, P.O. Box 43653, Cincinnati, Ohio 45243 U.S.A.

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"AERATED" UNDERGARMENTS FOR WOMEN -- These nylon pantyhose and panties are made with a newly developed hygienic cotton crotch which is naturally absorbent and allows air to circulate. The manufacturer says the material helps prevent vaginitis, gives feminine protection, helps resist perspiration odors and provides new degree of comfort. The undergarments are sold with a label of acceptance from the American Institute for Gynecological and Medical Research indicating they are "effective as an aid in decreasing symptoms associated with vulvovaginitis" as compared to identical garments with no such "Aereated" cotton crotch. Prices vary with style. WRITE: Nicholas L. Zanow, Mark International, Inc., 3443 Warren Road, Cleveland, Ohio 44111 U.S.A.

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"LOOP" ROLLER COASTER -- According to the manufacturer, this steel construction gravity roller coaster is a new concept in amusement park ride equipment. The 450-foot (166m) long "Loop" ride features a four-car train which departs from its 50 ft (19m) high starting platform, is transported through a 360-degree vertical loop (upside down), and climbs - under its own power - to the top of a second 50 ft (19m) tower. The train then reverses direction and again carries passengers through the loop, upside down and backwards. The "Loop" is suggested for permanent amusement parks and attractions. Price range is about \$400,000. WRITE: Tony Seidel, Arrow Development Company, Dept. CN, 1555 Plymouth Street, Mt. View, California 95042 U.S.A.

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VISUAL INTERCOM FOR MEDICAL AND OTHER OFFICES - The Series 10 Communicator allows silent, efficient communication by means of coded messages, programmed to the user's requirements, sent to digital display screens. Messages can be transmitted to all units in a system simultaneously, and the response can originate from any of them. In typical applications, the visual intercom eliminates or decreases the need for disruptive vocal messages between doctors and nurses and their assistants. With the press of a few buttons, a doctor can signal a particular nurse, for example, and request specific information or equipment - instantaneously and quietly. A beeper system is included for use in emergencies. The solid state device is just 20cm x 20cm x 4.375cm in size and weighs 900 grams. The Communicators cost \$250 a unit, with a minimum of two units required. WRITE: Robert L. LaRose, C-Five, Inc., Dept. CN, 2016 E. Randol Mill Road, Arlington, Texas 76011 U.S.A.

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CAN HOLDER -- "Can-Caddy" is designed to firmly hold cans of Tennis Balls and beverage cans which snap in and out easily, according to the manufacturer. "Can-Caddy" will slip on and off any Tennis Racket with or without the Tennis Racket cover or press. "Can-Caddy" weighs only 4 ozs (112g) and is available in colors and the retail price is \$2-\$3. WRITE: David L. Coleman, AEC-ABLE Engineering Company, Inc., Dept. CN, 350-S South Kellogg Avenue, Goleta, California 93017 U.S.A.



COMPUTATION DEVICE FOR AIRCRAFT PILOTS -- The "Cadillac Computer" works through use of sprocket-driven logarithmic tapes available for both English and metric measurement systems. The manufacturer says it is simpler and faster to use than existing circular slide rule computers and less complicated and considerably less costly than electronic calculators. By adjusting the settings on three input knobs, a pilot can simultaneously solve a number of problems involved with flight, fuel consumption, density altitude, conversion of fuel from weight measure to quantity, and so on. All are accomplished with one read-out. Recommended for pilots, air traffic controllers and flight instructors, the computation device is priced at \$39.88. WRITE: Nick Philips, Johnson/Philips Industries, Dept. CN, 8466 Highway M-115, Cadillac, Michigan 49601 U.S.A.

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"FLASHGUARD" HOME SECURITY SYSTEM -- The "Flashguard" system uses wireless sensors that attach to windows and doors of a home. When an intruder attempts to force or jimmy a window or door, he trips a sensor. Instantly a flash of light is transmitted to a remote "alarm control center," which, in turn, triggers a loud alarm bell. The flash sensor is an electronic device said to detect light pulses from as far as 50 ft (15.25m) away. The alarm bell rings at 100 decibels for at least 30 minutes. The manufacturer says the "Flashguard" offers high profitability to the dealer as well as low cost perimeter protection, easy installation and self-service maintenance. WRITE: Norman C. Eisenstat, Flashguard, Inc., Dept. CN, 927 Penn Avenue, Pittsburgh, Pennsylvania 15222 U.S.A.

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NEW TEXTILE MANUFACTURING AND EROSION CONTROL TECHNIQUES --
Gulf States Paper Corporation is offering under license
the manufacturing rights to its special fabric for
use in erosion control. The fabric consists of a
knitted construction of biodegradable paper strips
interwoven with synthetic yarns to shield soil and
seeds from the force of wind and rain. It combines
the flexibility and elasticity of knitting with the
stability of a woven fabric. The paper degrades into
mulch while the synthetic net holds the vegetation
as it takes root and grows. The yarn also degrades
in due course. The company says the product weighs
only a fourth as much as jute and is faster, easier
and less expensive to apply. American firm plans to
contribute the use of trade-marks, patent rights, know-
how and technical assistance. License Prospectus
and descriptive literature available. WRITE: Walter
J. Simons, Gulf States Paper Corporation, Dept. CN,
P. O. Box 3199, Tuscaloosa, Alabama 35401 U.S.A.

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BIKE FLASHER SAFETY DEVICE -- The "Bike Flasher" is
a 7/16 in x 5 ft (1.11cm x 1.52m) styrene pole topped
by a 12 in (30.48cm) lucite rod on which is mounted
an international orange flag or pennant. All 12 in
of lucite flashes a bright red warning signal. The
light is powered by two D-cell flashlight batteries.
The device is mounted to the rear axle and is held
there by the axle nut. The flasher is visible from
360° and can be seen above the rider's head. It is
priced at \$4.95. WRITE: Blaine E. Beck, Spectrum
Services, Inc., Dept. CN, 50 Percival Plaza, Columbia,
South Carolina 29206 U.S.A.

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PLASTIC CHAINS AND STANCHIONS -- The manufacturer of
these patented polymer chains and stanchions says they
have the look of forged iron at a fraction of the cost.
The hollow bases of the stanchions can be filled with
gravel, sand or concrete for additional stability when
needed. Unfilled, the bases weigh approximately 2 1/2 lbs
(1.1kg). Recommended for use indoors in directing
crowds at conventions, receptions, airports, etc.,
and outdoors in parking lots, at exhibits, sports events,
and so on. The chains and stanchions come in a variety
of colors. WRITE: Gregory Rubin, Plastic Creations
Company, Dept. CN, P. O. Box 21025, Cleveland, Ohio
44121 U.S.A.

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HEAVY DUTY "LUG-ALL" WINCH-HOIST -- The Winch-Hoist is said to be the first known portable cable ratchet lever winch-hoist that will lift, pull and lower 3 tons (2700kg). The heavy duty galvanized aircraft cable is stored on the drum rather than a chain hoist where the unused chain hangs loosely. This new "Lug-All" hoist weighs only 34 lbs (15.4kg). It is equipped with a telescopic and reversible safety handle featuring a shear pin that will bend when dangerous overloads are applied. Three forged steel safety hooks will straighten but not break if over stressed. The interlocking pawl system locks automatically, and there are no brakes to wear or slip. This unit is also available in a marine grade version, equipped with stainless steel cable and anodized castings for use under corrosive conditions. Price is \$186. WRITE: G. Uhlig, The Lug-All Company, Dept. CN, 538 Lancaster Avenue, Haverford, Pennsylvania 19041 U.S.A.

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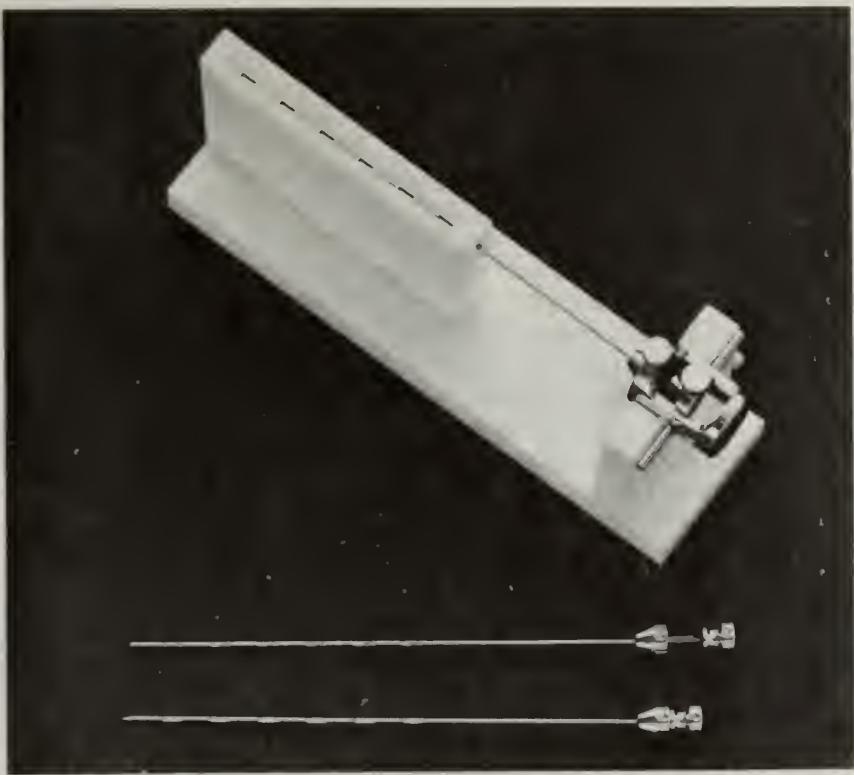
HOSPITAL ANTISEPTIC DISINFECTANT -- "Povidone-Iodine USP" is said to be rapidly replacing hexachlorophene as an antiseptic disinfectant in hospitals throughout the world. In addition to its lack of toxicity, it is said to be a more effective bactericide than hexachlorophene. Its availability for pre-operative patient preparation and for surgical scrub makes it readily adaptable for use in the form of solution, ointment, swab stick, gauze pack, or aerosol spray. It has all the advantages of iodine as a disinfectant but readily washes off leaving skin or sheets without stain. It is non-toxic as demonstrated by eye and skin irritation tests so that it can be used for long periods without hazard to the user. Recent advances in technology have made its use advantageous by price reduction. Price \$8.80 Kilo CIF. WRITE: J. G. Roldan, Roldan Products Corporation, Dept. CN, 7777 Bonhomme Avenue, St. Louis, Missouri 63105 U.S.A.

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(Do Not Publish in Eastern Europe Countries)

TIME LAPSE SURVEILLANCE SYSTEM -- The Gyrr Time Lapse Surveillance System records up to 100 hours of video surveillance on a one hour tape. The playback function incorporates a feature to review the 100 hours of recording in 60 minutes. This system is completely integrated for extended trouble free surveillance, and is the only systems engineered time lapse system in the world. Potential end-users are banks, retail stores, industries, and companies interested in time motion studies. WRITE: D. W. Osedach, Gyrr Products, Odetics, Inc., Dept. CN, 1341 S. Claudina Street, Anaheim, California 92805 U.S.A.

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MEDICAL NEEDLE FOR IMPLANTING RADIOACTIVE SEEDS -- The Scott Implant Needle is designed to provide a simple way to implant seeds of iodine one-twenty-five and other radioactive sources in malignant tumors at intervals of precisely one centimeter. The manufacturer says the new needle allows faster implantation with less exposure to radiation than earlier devices, and achieves the sought-after homogeneous distribution of radiation in the target area. The #17 gauge needle has six slots, each large enough to accommodate the loading and discharge of a radioactive seed. The stylet used with it has grooves corresponding to the needle slots. The grooves are beveled to facilitate ejection of the seeds as the stylet is withdrawn within the needle with a single movement. The Implant Needle costs about \$150. WRITE: Mel Hertan, Velotron Machine Corporation, Dept. CN, 6517 Fort Hamilton Parkway, Brooklyn, New York 11219 U.S.A.

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WIDE SPECTRAL BAND SCANNING RADIOMETER -- This scanning radiometer provides up to hemispheric coverage in a spectral band from .4 to 14 microns automatically day or night. All data is presented in digital format for easy recording and processing by computer. Suggested for university research, weather bureaus, etc. WRITE: J. M. Ruhge, Quantum Imaging Associates, P. O. Box 643, Cupertino, California 95014 U.S.A.

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DI-AN SERIES 30 TELEPRINTER -- This is a 30-character per second, asynchronous matrix impact printer for use as a hard-copy terminal for local and remote input/output operations. According to the manufacturer, it was designed for unitized compactness, reliability and flexibility. Features include an advanced technology print-head, smaller and fewer modules in the electrical and mechanical systems and cooler operation. The printer is said to operate on the lowest wattage of any impact matrix printer on the market (180-watts printing, 120-watts non-printing). Three versions include: read only, keyboard send/receive, and automatic send/receive. The 128-character "ASCII" keyboard and switch selectable lengths of 80 or 132 columns are standard. Paper widths can be varied from wide to very narrow. The FIFO (First In, First Out) Buffer has a 68-character capacity with a dump-burst speed of up to 90 characters per second. The price is approximately \$2,000. WRITE: William Finnegan, Di/An Controls, Inc., Dept. CN, 944 Dorchester Avenue, Boston, Massachusetts 02125 U.S.A.

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SURGE COMPARISON TESTERS FOR MAKERS AND REPAIRERS
OF ELECTRIC MOTORS, GENERATORS AND TRANSFORMERS. --

The new Baker testers are portable, lightweight 65-85 lbs (30- 39kg) electronic instruments designed to detect, locate and analyze insulation faults and winding dissimilarities by stressing insulation with a low-energy, high-voltage transient. The testers operate on the principle of impedance balance and comparison and provide quality control tests for virtually all types of electrical windings. According to the manufacturer, the Baker instruments exhibit a true output, test-voltage display and can simultaneously test turn-to-turn, layer-to-layer, and phase-to-phase short circuits, open-coil connections, wrong number of turns, improper connections and circuitry, partial and complete coil-to-ground breakdowns, and can actually point to the defective winding location. The completely solid state instrument sells for \$3,700-\$4,500. WRITE: T. Baker, Baker Instrument Company, Dept. CN, P. O. Box 5251 T.A., Denver, Colorado 80217 U.S.A.

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"SAFE-T-ETCH" FOR SLIP-RESISTANCE IN TUBS AND SHOWERS --

According to the manufacturer, "Safe-T-Etch" is an invisible, microscopic process that is applied directly to the entire walking surface of a porcelain tub or tile shower to render it totally slip-resistant. The product is said to take effect immediately with no curing time required. "Safe-T-Etch" is guaranteed for 3 years and is said not to discolor, distort or mar the finish of the porcelain or tile in any way. It eliminates the need for adhesive strips or rubber mats. The safety product, recommended for hotels, motels and hospitals as well as homes, sells for \$12. WRITE: Ken DuVall, Safe-T-Etch, Inc., Dept. CN, 21243 Ventura, Suite 207, Woodland Hills, California 91364 U.S.A.

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ELECTRONIC POWER SUPPLIES -- The manufacturer of this family of electronic power supplies says they provide the standard voltage and current levels required for operating most digital and analog electronic circuits. The supplies are said to achieve an optimum balance between cost and performance through use of printed circuit card construction and monolithic integrated circuit regulators. The supplies for OEM electronics manufacturers are completely short-circuit protected and suitable for operation on 115/230 volts 50/60 Hz. Priced from about \$20 to \$30, they come with a complete two-year warranty. WRITE: David B. Spaulding, Elcom Industries, Inc., Dept. CN, 79R Terrace Hall Avenue, Burlington, Massachusetts 01803 U.S.A.

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MARINE TURBOCHARGER KITS -- The M & W Marine Turbocharger kit is made to bolt directly onto various inboard and outboard gasoline engines on boats. They are designed to produce an additional 20-25 percent power output without shortening the life of the engine. According to the manufacturer, benefits include low cost, lightweight power, cruise economy and higher top speed. To promote safety and make the engine compartment cooler, the Turbocharger is water cooled. On most kits, the carburetor is enclosed with a protective housing to guard against backfire. WRITE: Jack Bradford, M & W Gear Company, Marine Division, Dept. CN, Route 47 South, Gibson City, Illinois 60936 U.S.A.

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SOLAR CRONTM -- The Pierre Remy Solar-CronTM LED digital watch is powered by a unique Solar Array that converts light and heat into electrical energy that runs the watch. According to the manufacturer, the Solar CronTM has no moving parts in either the watch or the Solar converter. The batteries are guaranteed for three years without replacement; and the watch gives reliable, trouble-free accurate time in hours, minutes, seconds, and also gives the month, date, and day of the week in French, German, Italian, English, or Spanish. Price is \$100-\$150. WRITE: Bob Dugan, Pierre Remy Corporation, Dept. CN, 451-E Middlefield Road, Mountain View, California 94043 U.S.A.

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AUTOMATIC LABEL PRINTER FOR PAPER AND TEXTILE MILLS --

A high-speed Label Printer can produce alphanumeric characters up to 2 in (5cm) in height. Equipped with an integral digital processor for control functions, the Label Printer can print a line of 1 in (2.54cm) characters on an 11x14 7/8 in (28x37.8cm) label in 1.8 seconds. Initially designed for use in pulp and paper mills to produce easy-to-read character labels for hugh rolls, the Label Printer can be used in other process-control applications requiring large-character label identification. The Label Printer is designed to operate in harsh industrial environments and comes with a heavy-duty blower for ventilating and cooling and a filter for dust and other contaminants. It is priced at \$14,000 to \$20,000 depending on quantity ordered. WRITE: Ed Sumpter, Diamond Engineering Corporation, Dept. CN, 3635 150th N.E., Redmond, Washington 98052 U.S.A.

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DATAGRAPH RECORDING OSCILLOGRAPH -- This equipment is suggested for use by test engineers, quality control engineers and scientists. The Model 5-144 Datagraph has a frequency response to 10 KHz and is ideal for checking out and evaluating an almost unlimited variety of both analog and digital systems, components and circuits. Four channels are available for viewing simultaneous events such as timing sequences or multiple interrelated functions. Datagraph is as easy to use as an oscilloscope and will also provide a hard-copy record up to 200 ft (600cm) long for further study. WRITE: Alex D. Krieger, Bell & Howell Company, Electronics and Instruments Group, Dept. CN, 360 Sierra Madre Villa, Pasadena, California 91109 U.S.A.

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"SAV-A-FLUSH" REDUCES WATER WASTE IN EXISTING FLUSH TANK TOILETS -- The manufacturer of this water saver for toilet tanks says it can save up to twenty percent on water bills for homes, hotels, apartments, universities, hospitals, etc. Made of durable thermoplastic rubber, the water saver withholds from flushing a certain portion of the water in the tank. It can be easily installed without tools. Priced at \$9.95, it may pay for itself within a few months. The device also reduces septic system problems and helps relieve overloaded sewers. WRITE: K. H. Haynes, World-Wide Marketing, Ltd., Dept. CN, 700 E. Baseline Road, Suite A-1, Tempe, Arizona 85282 U.S.A.

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E-Z TOW SYSTEM -- This unit attaches to any standard size car to substitute for far more costly tow trucks in towing of cars, pickup trucks and vans. The manufacturer describes the E-Z Tow as both a heavy-duty towing rig for outside use and an easily maneuverable rig for cramped indoor parking areas and other places where a tow truck cannot go. The device requires a solid ball hitch on the car it is used with. The patented three-wheeled design allows the E-Z Tow to serve as an independent, free-standing lift to hold a car off the ground at front or rear for repairs. The tow system costs \$2,000 FOB port. WRITE: Michael C. Hopkins, Pool Hopkins International, Dept. CN, P. O. Box 58779, Dallas, Texas 75258 U.S.A.

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ERCTION SYSTEM FOR CONCRETE BUILDINGS -- This is a method for constructing reinforced concrete buildings by casting interleaved walls and slabs as a stack. The entire stack of slabs is raised by hydraulic equipment. The first floor walls, attached to the above slab, unfold automatically. This two-hour operation is repeated for up to ten stories. The manufacturer says the construction system does not require specially skilled workmen or large investment in transport, plant or equipment. Grouted reinforcing bars provide seismic stability. The cost of the Series 2000 equipment is roughly \$85,000, and the company says it has been used to erect five-story buildings, complete with walls in one day. WRITE: Ed Hamilton, Rainhart Company, Dept. CN, P. O. Box 4533, Austin, Texas 78765 U.S.A.

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ELECTRONICALLY-PROGRAMMED MEDICAL TABLE -- The "Caduseus II" medical examination and treatment table for hospitals and doctors' offices is an electronically-programmed, servo-actuated, motor-powered system described as completely free of leakage-prone, hydraulic or pneumatic components. The table has five panels, each individually controllable, which can be arranged in a series of configurations positioning the patient in any of 16 basic attitudes. In addition, six pre-programmed positions can be set up automatically with a single switch. The movements of the five panels, the height of the table above the floor and its tilt are all controlled through a solid-state system which operates six servo-motor controlled actuators. The table is priced at approximately \$4,395. WRITE: Hal Singer, Medical Research Systems, Inc., Dept. CN, 17809 Chatsworth Street, Granada Hills, California 91344 U.S.A.

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SURFACE FINISHING EQUIPMENT FOR BUFFING JEWELRY, FISHING LURES, ETC. -- According to the manufacturer, using this machine is simpler than hand buffing and produces a more consistent finish with higher production rate. The buffing is accomplished by the hydraulically actuated, in and out strokes of the table combined with air actuated side oscillation and the air float of the spindle - all of which are adjustable. Interested manufacturers of fine finish items should WRITE: S. Pedersen, Clair Manufacturing Company, Inc., Dept. CN, 1000 South Union Street, Olean, New York 14760 U.S.A.

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OFF-LINE PROGRAMMABLE DATA COLLECTION STATION -- The Source 7600 remote off-line workstation incorporates what the manufacturer calls a powerful microprocessor that makes it "smarter" than the company's portable hand-held terminals, enabling the non-technical clerical operator to create and apply a wide variety of flexible data input formats. The manufacturer says the new data collection system accommodates almost every accounting-type data input handling requirement without the expensive overhead of systems support and management - or the high cost of a delicate data communications network. WRITE: L. Tomasyan, MSI Data Corporation, Dept. CN, 340 Fischer Avenue, Costa Mesa, California 92627 U.S.A.

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"KELLY KLOSURE" BUILDING SYSTEMS -- These fast up-and-down buildings are erected using standard pre-engineered "Kelly Klosure" panels of fiberglass, wood or galvanized steel, and they all interlock together with a patented quick-connect locking key. The self-standing buildings are available in widths ranging from 12-44 ft (3.6-12.6m) wide, and they can be made in any length. One superior advantage of the Kelly building is the ability of the owner to enlarge or decrease the size of the structure at any time. These panels are said to be so versatile that they can be used for construction enclosures, welding screens, noise and dust abatement, security barriers and a multitude of other uses when there is no longer a need for temporary storage facilities. Price is \$.90-\$1.25 per sq ft of panel area. WRITE: Mike Fagen, Kelly Klosure Systems, Inc., Dept. CN, Box 1058, Fremont, Nebraska 68025 U.S.A.

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MICRO SPHERE SHEET WAXER -- This electrostatic device for can manufacturers and metal decorators deposits uniform layers of wax or petroleum on decorated steel or aluminum sheets. The lubricant is first liquified in a heated reservoir, then atomized and discharged into a lubricating chamber where the particles are given a negative charge. The charged particles are then evenly attracted to the positively charged sheets. The manufacturer says the Waxer eliminates need for expensive solvents, significantly reduces the quantity of lubricant required and does away with waste and clean-up problems of spray systems. The wax chamber requires 20 ampere service and the other elements of the machine require 30 ampere service. The Waxer is now priced at \$25,000. WRITE: D. W. Bastyr, Ball Metal Decorating and Service Division, Dept. CN, 4100 West 42nd Place, Chicago, Illinois 60632 U.S.A.

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DISC DRIVE CONTROLLER FOR MINICOMPUTERS -- The "Computroller V" is described as a programmable controller designed to support the highest capacity disc-mass storage devices for minicomputers. The manufacturer says it employs a sophisticated error correction code and stresses its combination of software emulation, hardware reliability, throughout power and system economy. In conjunction with a flexible host processor interface board peculiar to each manufacturer's host processor, the "Computroller V's" firmware can be tailored to emulate in detail the device interface and command set to which it is targeted. WRITE: George H. Becker, Jr., Diva, Inc., Dept. CN, 607 Industrial Way West, Eatontown, New Jersey 07724 U.S.A.

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RESTAURANT FLOOR SINK STRAINER -- This no-clog, stainless steel, Floor Sink Strainer is used to protect floor sinks from clogging. It is a stainless steel, wire-mesh basket that traps all foreign material, while allowing water to drain. There are two models: a basket for use where there is no traffic and a heavy stainless steel plate which can be walked over for trafficked areas. Suggested for restaurants and commercial kitchens. WRITE: David Geis, Designer's Choice Stainless, Dept. CN, 3024 W. Weldon, Phoenix, Arizona 85017 U.S.A.

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TINY TOGGLE SWITCH FOR PRINTED CIRCUIT BOARDS -- These miniaturized switches were specifically designed for mounting on printed circuit grids. Both single and double pole "TT Toggle Switches" are available in upright and right-angle configurations, all of which are made with terminals spaced for standard 0.1 in (.254cm) printed circuit grids. The manufacturer says the right angle models fit easily between printed circuit boards spaced on 1/2 in (1.27cm) centers. The case material is a high-impact, high-temperature, green-diallyl phthalate resin. The contacts and terminals are gold plated for low-current use, to inhibit oxidation and provide greater soldering ease. WRITE: Sidney F. Hooper, Alco Electronic Products, Inc., Dept. CN, 1551 Osgood Street, North Andover, Massachusetts 01845 U.S.A.

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"SIP 'N RINSE" -- This oral antiseptic comes in a unit-dose packet that quickly converts into its own throw-away cup. One simply opens the packet wide and adds water to the specified marker. The antiseptic dissolves instantly into what the manufacturer describes as a pleasant tasting, full-strength solution that gives temporary relief of minor irritations. Used in hospitals, nursing homes, industrial and educational clinics, hotels, motels and airlines, the "Sip 'N Rinse" is said to decrease cost per dose from 40 to 60 percent by reducing time and materials needed. The manufacturer says the solution contains no alcohol and nothing toxic so that units may be kept safely at bedside. WRITE: E. O'Rear, Drug Concentrates, Inc., Dept. CN, 1201 Chestnut Street, 14th Floor, Philadelphia, Pennsylvania 19107 U.S.A.

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PALLADIUM-ALLOY HYDROGEN PURIFIERS -- These hydrogen purifiers are designed for use by laboratory and commercial institutions in analytical, chemical, metallurgical and electronics work. Only hydrogen and its isotopes can be made to pass through the units' palladium alloy barriers. The purifiers are sized to deliver from 1 to 500 CFH (.5 to 240 liters/min.) of ultra-pure hydrogen from commercial grade hydrogen. They work with a pressure differential from the inside of the palladium alloy tubing outwards to avoid any spontaneous collapse or crushing of the tubing and guarantee flow so no stagnant areas - which might concentrate impurities - can develop. The manufacturer says this configuration allows the purifiers to operate from dissociated ammonia or other hydrogen-rich gas streams as well as commercial grade hydrogen. Prices range from \$650 to \$15,400. WRITE: Dr. L. Rubin, Resource Systems, Inc., Dept. CN, One Merry Lane East Hanover, New Jersey 07936 U.S.A.

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POR TA-BOTE -- This is a new 10 ft (3.05m) long folding "Porta-Bote" that is said to be a unique, rigid craft with a patented hinge that easily folds into a surfboard-shaped package only 4 in (.10m) thick. "Porta-Bote" is three boats in one: an optional sailkit can turn it into a sailboat; otherwise, it doubles either as a rowboat or motorboat. "Porta-Bote" weighs only 49 lbs (22.5kg) and is constructed with near indestructible polypropylene that never needs painting and comes with a full 10-year hull warranty. For further information WRITE: Sandy Kaye, K Enterprises, Dept. CN, P. O. Box 2287, Menlo Park, California 94025 U.S.A.

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SHEAR FOR PRODUCTION OF RADII AND CHEEKS FOR HEATING, VENTILATING AND AIR CONDITIONING TRADES -- The "Arc Shear II" is designed for shops that employ two or more full-time employees in production of ductwork fittings. The manufacturer says the tool allows a four-fold increase in production and requires less than one day of training. The design of the shear allows simultaneous cutting of both inside and outside radii. Set-up time is said rarely to exceed 30 seconds. The tool incorporates a heavy welded steel underframe and precision steel worktable with two Trumpf shears. It sells for \$7,500. WRITE: C. E. Manning, Jr., Kasto-Racine, Inc., Dept. CN, 100 McClure Road, Monroeville, Pennsylvania 15146 U.S.A.

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FORGED STEEL VALVES -- These weld-bonnet valves for the petrochemical industry are available in sizes ranging from 1/2 in (1.27cm) to 2 in (5.08cm) with working pressures of 600 psi (50kg per sq km) at 900°F (1560°C) for steam and oil service. Design features include bonnet of carbon steel ASTM A-105, elimination of the spiral-wound gasket, precision-ground centerless stem, extra deep stuffing box with high temperature, uniformly compressed packing that contains a proven corrosion inhibitor, and Stellited seats. According to the manufacturer, the new product offers uniqueness in type and depth of weld bonnet, a fused weld accomplished by a proprietary process without the use of filler metals. WRITE: C. C. Rendino, Specialty Valve and Controls, Inc., Dept. CN, P. O. Box 10, Fairview, Pennsylvania 16416 U.S.A.

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WATERING AND SPRINKLER CONTROL SYSTEM -- The "Aqua Brain" is a solid state, battery operated controller for automatic watering and sprinkling systems. The device can easily be run off household current with use of an optional AC/DC transformer. The moisture sensor tells the master unit when to water depending on the amount of moisture in the ground. The master unit can be easily "programmed" with two dials to meet the needs of the particular plants or crops being watered. The "Aqua Brain" can be operated with just a single watering station - as on a home lawn - or with up to five watering stations in commercial greenhouses or fields. Each watering can last as little as 42 seconds or as long as 24 hours and can recur as often as each three hours or as seldom as every 8 days. WRITE: Jim Pontillo, Aqua Brain Manufacturing Corporation, Dept. CN, 18414 Eddy Street, Northridge, California 91325 U.S.A.

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"ROTO-GROW" PLANT FOOD -- According to the manufacturer, "Roto-Grow" is the only plant food tablet on the market with six trace elements essential for healthy plant growth. To use, you simply press the tablet into the soil, halfway between the stem and the outside leaf ends of the plant, and water normally. Suggested for growers of house and yard plants. WRITE: Ryan P. Oakes, Roto Salt Company, Inc., P. O. Box 421/118 Monell Street, Penn Yan, New York 14527 U.S.A.

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LICENSING AND INVESTMENT PROPOSALS

The following firms have contacted the U.S. Department of Commerce and specifically requested assistance in locating overseas agents, distributors, joint ventures, etc. Please publish this information in the Commercial Newsletters.

If the post does not publish a Newsletter, please disseminate this information to the local business community through all available channels.

EMERGENCY MEDICAL CARE TRAINING -- Mobile emergency medical care training for developing countries is offered by Emergency Medical Services Activity, Inc. Training can be given in the United States to English-speaking students or EMSA Inc. Instructors can travel to developing countries and give training courses there. In countries where doctor and nurse shortages exist, persons can be trained in the latest techniques used by ambulance personnel or those of hospital emergency department technicians. Graduates of these programs become an extension of the hands of the doctor and handle most of the routine emergency functions and free the doctors to handle more complex medical procedures. The training programs are immediately available and can be tailored to meet specific needs. Users of this service are ambulance services, hospitals, clinics, doctors, government agencies, military organizations and others. Cost varies depending on type and length of program, number of trainees and location of training. WRITE: Phillip Krasney, Executive Director, Emergency Medical Services Activity, Inc., Dept. CN, 195 North "D" Street, San Bernardino, California 92401 U.S.A.

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KEBANGLE NOVELTIES - A U.S. company specializing in the manufacture of jewelry and novelties seeks licensees for the overseas manufacture of its products. Among these items are the "KeBangle Key-Keeper" which is a bracelet of interlocking plastic beads strung on sturdy elastic. It comes in two styles, the come-apart double key ring, and a single key ring and charm. The charms are religious, state, fraternal or zodiac. Another item, the "KeBangle Speckkeeper", is also made of interlocking plastic beads, strung on sturdy elastic and comes in beautiful colors and combinations to complement colors of frames, lenses or ensembles. The KeBangle novelties are patented in the U.K., Japan, and U.S. WRITE: Mrs. Helen Rafshoon, KeBangle Company, Dept. CN, 3547 Buford Highway, N.E., P. O. Box 29214, Atlanta, Georgia 30329 U.S.A.

* *

MATHEMATICS TEACHING APPARATUS - This unique invention is an apparatus for teaching mathematical concepts and particularly different base-value number systems. A scroll is turned into position behind openings in a display panel to display the appropriate integers for the base-value selected. A pointer is movable into association with each integer and operates a column-content-indicator so that the content of the column is continuously displayed. Transparent cylindrical object receptacles surround each number opening so that objects may be placed in the cylinder to indicate when the number position is filled. The Hindu-Arabic numerals and other sets of symbols in base system 2 thru 12 and above, provide an insight of many different concepts, mathematical and psychological, e.g., expanded numeration, strained expectation, density idea, grouping and regrouping, questimating, counting, adding, subtracting, multiplication, division, etc. This item is noted for changing attitudes about mathematics, and may have worldwide applications in homes, schools and universities. Licensees are sought for this new apparatus which holds U.S. patents. WRITE: Mr. Matt J. Dumovich, Dept. CN, 2151 Illion Street, San Diego, California 92110 U.S.A.

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"SKI BRONC" - HYDROCYCLE - The "Ski Bronc's" outer surface structure is relatively thin fiberglass, internally reinforced, with foamatic plastic and plywood. It is 8 ft long x 29 in wide (240cm x 72.5cm), weighs 168 lbs and is powered by a water-cooled, 20 hp (359cc) engine which readily accelerates the machine to surface planing. The hydrocycle has a top speed of 34 mph (39 nmph). It rides smoother on choppy water and maintains a good attitude over waves and wakes. It can carry two people, pull a skier and go over ski jumps. The firm will consider patent purchase offers, but prefers to obtain manufacturing and marketing rights under royalty-type licensing agreements. "Ski Bronc" has U.S. patents. WRITE: Mr. W.R. Stanberry, Sr., President, Standelon, Inc., Dept. CN, P.O. Box 416, Derby, Kansas 67037 U.S.A.

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BATHTUB AND PORCELAIN REFINISHING SERVICE - U.S. firm seeking distributors, investors or joint venture partners for licensing and rights to unique and proven bathtub refinishing service. Service in operation for the last three years with proven franchise or dealer development program. Interested parties should be prepared to invest upwards of \$100,000. WRITE: Mr. Peter Wahl, Dealer Coordinator, Lectroglaz Corporation, Dept. CN, 4014 W. Armitage Avenue, Chicago, Illinois 60639 U.S.A.

* *

PORTABLE WATER PURIFIERS - Qualified licensees are sought to produce and market H₂OK-drinking water purifiers. This product can be used when traveling in foreign countries, at home, camping, etc. Requires no electricity, plumbing, or installation. Weighs 14 ounces and makes one quart of water per minute. Each unit purifies about a year's supply of cooking and drinking water for the average family of four. It purifies water from lakes, rivers, mountain streams, boat tanks and other drinking sources. This item has been tested and proven safe. Licensing fee and a royalty based on the number of units sold is desired by the American company. WRITE: Mr. K. W. Elkington, President, Better Living Laboratories, Inc., Dept. CN, 2873 Director's Cove, Memphis, Tennessee 38131 U.S.A.

* *

(Not for publication in Europe and Japan Countries)

PREFAB HOUSING SYSTEM: SYNTHETIC MARBLE LAVATORY SINKS AND VANITY TOPS - U.S. firm seeks joint venture partners to establish factories to produce low-cost prefabricated houses made of galvanized steel and concrete. Can be designed for all types of architecture and includes two or three bedroom styles. Also wishes to manufacture synthetic marble lavatory sinks and vanity tops for both residential and commercial use. Firm will provide a technician for installation of equipment and for training of local employees. WRITE: Mr. Morton Nash, President, EURO Industries, Dept. CN, 3010 North Bay Road, Miami Beach, Florida 33140 U.S.A.

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(For publication in England and Western Europe Countries Only)

WATER RECYCLING SYSTEM - Seeks licensees in England and Western Europe to manufacture the "Aquasaver", a water recycling and refuse system. The system reduces fresh water consumption in individual homes by 40% to 50% with normal water usage, resulting in a corresponding reduction in both fresh water and septic tank problems. The "Aquasaver" treats waste water from tubs, showers, washing machines and basins through coarse straining, chlorination and filtration. Treated water is held in an integral storage tank. WRITE: Mr. Anthony M. Eaton, International Marketing Director, J.B.S. & Associates, Dept. CN, P. O. Box 13045, Baltimore, Maryland 21203. U.S.A.

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U.S. FOREIGN BUYER PROGRAM

Each year a number of U.S. trade shows are chosen for support under the Foreign Buyer Program. These shows must meet certain criteria; primarily the products and services at the show must have a high sales potential in a large number of foreign markets. International visitors to the show are welcomed by a Commerce official at the International Businessmen's Center and, to the extent possible, are personally assisted in establishing business discussions with U.S. exhibitors.

INTERNATIONAL TRUCKING SHOW, MARCH 30 - APRIL 1, 1977 --
The International Trucking Show, held in Anaheim, California, the leader in its field for more than a decade, has been selected to participate in the Department of Commerce Foreign Buyer Program. Close to 25,000 visitors aligned with every phase of the trucking industry are expected to view the latest innovations and models in trucks, trailers, component parts and accessories.

This will be the largest North American exhibition of its kind bringing together everything new in heavy, medium, and light-duty diesel and gas trucks and tractors. Product displays will include the latest in trailers, engines, transmissions, axles, brakes, seats, wheels, tires, refrigeration systems, electrical systems, communications, and hundreds of other important components used in the trucking industry. Experts will be available to discuss specific applications in the trucking industry ranging from long distance uses to off road needs.

Complimenting the Truck Show will be a full schedule of industry meetings and practical seminars. The California Trucking Association sponsored Safety Congress and Maintenance Institute will be held for the 20th consecutive year. Legislation affecting the industry and technical achievements highlight these sessions. Agendas and topics may be obtained by contacting the Show Management.

The International Trucking Show and Department of Commerce will co-host an *International Business Center* at the Show. International visitors will be able to meet privately, discuss individual business requirements and utilize the ready assistance of Department of Commerce and Show Representatives.

SHOW REGISTRATION AND LODGING -- Multi-language brochures, complete with registration forms and information are available and can be obtained through the nearest U.S. Embassy or Consulate.

HOSPITALITY INDUSTRY SHOW, MAY 21-25, 1977 -- Starting May 21, 1977, the world's largest food service/hospitality exposition will open in Chicago's McCormick Place. More than 95,000 United States and international visitors are expected to review all the exciting innovations that have taken place in the industry in the past year. Hospitality managers from all 50 states plus numerous buyers from abroad will be on hand for this buyers' showcase.

The 1977 spectacular is expected to be the biggest in the Show's 58 year-history. Over 920 industry exhibitors will be showing their products and services. There will be six acres of exhibits, and meetings scheduled concurrently with the show which will be heavily attended by food service people eager to learn about new merchandising achievements, sanitation and energy innovations affecting this industry. Top business speakers highlight the meetings and discussions.

The Exposition, with the cooperation of the Departments of Commerce and State will host an *International Business Center* at McCormick Place. Representatives of the Department of Commerce will be on hand to assist international visitors to establish contacts with exhibitors. Numerous exhibitors are seeking overseas connections for Agency/Distributorship arrangements, licensing and joint-ventures.

SHOW REGISTRATION AND LODGING -- Admission to the NRA Show is limited to only those directly involved in the food service and lodging industries. Advance registration is strongly recommended. Obtain forms for advance registration and hotel reservations at the U.S. Embassy or Consulate nearest you.

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IN WORLD FAIR FOR TECHNOLOGY EXCHANGE - CHICAGO, FEBRUARY 7-11, 1977 -- This event is said to be the most important conference of the year for world trade in new technological developments, and will bring together the largest group of buyers and sellers of technology ever assembled. CONTACT: E. Bailey Prine, Dr. Dvorkovitz and Associates, Dept. CN, P. O. Box 1748, Ormond Beach, Florida 32074 U.S.A.

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SOUTHERN FURNITURE MARKET CENTER - HIGH POINT, NORTH CAROLINA, APRIL 14-22, 1977 -- This North Carolina home furnishings show is said to be the "greatest showcase of home furnishings anywhere" and will feature the leading U.S. retailers and attract hundreds of foreign buyers from all over the world. CONTACT: Robert P. Gruenberg, Southern Furniture Market Center, Dept. CN, P. O. Box 828, High Point, North Carolina 27261 U.S.A.

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INDEX

"NEW PRODUCTS U.S.A."

<u>Page</u>	<u>Product</u>	<u>Firm Name</u>	<u>State</u>
5	Agricultural Aircraft	Ayres Corporation	Ga.
6	Chisum Log Mill	Chisum Industries	Fla.
6	Data Logger	Datel Systems, Inc.	Mass.
6	Paint Splash Protector	Hampco Int'l	Ariz.
7	Water Survival Suit	Imperial Mfg. Co.	Wash.
7	Synthetic Oils	Polkadot Mfg. Trading Corp.	N. Y.
8	Trap Master	Trius Products, Inc.	Ohio
8	Calibration System	Novatek, Inc.	Mass.
8	Oscilloscope Trainer	Nidas Corporation	Conn.
9	Diathermy Unit	Rich-Mar Corp.	Okla.
9	Soil Blender	Detroit Tool	Mo.
9	Eye Wash Station	Fendall Company	Ill.
10	Fertilizer/Chemical Spreader	Ag-Chem Equipment Co.	Minn.
10	Portable Exhibit System	Package Exhibit Programs, Inc.	Ill.
11	Lock-Guard	A & SP Communications Services, Inc.	N.Y.
11	Automatic Log Barker	Nicholson Mfg. Co.	Wash.
11	Timer for Scuba Divers	Princeton Tectonics	N.J.
12	Fabric Furniture	Fame Furniture	Ca.
12	Automatic Grease Cup	Summa Int'l	Mo.
13	Series 400 Boom	Economy Engineering	Ill.
13	Shoplifting View Boxes	Grande Mfg. Co.	Ca.
13	Plastic Warehouse Pallets	Tedruth Plastics Corp.	N.J.
14	Emergency-1 Kit	Banyan Int'l Corp.	Tx.
14	Rebake Ovens	Despatch Oven Co.	Minn.
15	Selka-Hoe Garden Tool	Selka Products	Wash.
15	Odor-Control Dispenser	Equistar Products	S.C.
15	Rotary Brush	Los Angeles Brush Mfg. Corp.	Ca.
16	Transporter for Airlines	FMC Corporation	Ca.
16	Digital PH Meter	Cole-Parmer Instrument Co.	Ill.
17	Truck for Bulk Transport	Asiatic Petroleum Corp.	N.Y.
17	Heavy Material Handling Machine	R.A. Hanson Disc., Ltd.	Wash.
17	Ink and Paint Filters	Carborundum Co.	Ind.
18	Drawer Clamp	J.M. Lancaster, Inc.	N.C.
18	Helicopter Safety Device	General Nucleonics Div./Tyco	Ca.

INDEX

"NEW PRODUCTS U.S.A."

<u>Page</u>	<u>Product</u>	<u>Firm Name</u>	<u>State</u>
18	Tire Mold Cleaning Units	G.M. Root, Inc.	N.Y.
19	Irrigation System	Crown American Irrigation Co.	Ore.
19	Oil Disposal Kit	Stand-Out Products	Wash.
20	Boat Propeller Guard	Donald Balias Safety and Propeller Guard	Ms.
20	Comfo-Dent	Comfo-Dent Corp.	Ariz.
20	Bushings for Stamping Industries	Lempco Int'l, Inc.	Ohio
21	Cookie Cutter	Lantana Boatyard	Fla.
22	Speed-Control Device	ARA Mfg. Co.	Tx.
22	Warning Lights for Airway	Flash Technology Corp. of America	N.H.
23	Hide-a-Safe Vault	Franklin Chun Mktg.	Ca.
23	Attachment for Backhoes	Channel Corp.	Mass.
24	Safe Deposit Box	Miles Osborn, Inc.	Ca.
24	Reusable Traps for Insects	Conrel	Mass.
24	Electric Projection Screens	Knox Int'l Inc.	Ill.
25	Fire/Rescue Patrol Boat	Uniflite, Inc.	Wash.
25	Treated Animal Manure	K.C. Mattson Co.	Ca.
26	Fire Nozzles	United Fire Safety Co., Ltd.	N.Y.
26	Circuit Analyzer	Data Test Corp.	Ca.
26	Midmark Trencher	Midmark Division	Ohio
27	Telephone Timer	GRS Instruments	Tx.
27	Electrostatic Printer	Matthews Int'l Corp.	Pa.
28	Hearing Aid Set	Frye Electronics, Inc.	Ore.
28	Automatic Cement Mixers	B&B Fabrication and Machining	Ca.
28	Monitoring System	Watchdog, Inc.	Wash.
29	BigToys	BigToys Int'l Corp.	Wash.
29	Iron-On Transfers for Fabrics	Vector Associates	Pa.
30	Fingerprint I.D. System	Great American Products Corp.	Ca.
30	Plasfill	Hancock Int'l	Ariz.
30	Deodorizer/Night Light	Coswell Products, Inc.	Ohio
31	Hy-Power Hoist	Solex Engineering	Ariz.
31	Water Saver	Savway Company, Inc.	N.Y.
32	Logiscope	BP Instruments, Inc.	Ca.
32	Rain Repellent	Unelko Corporation	Ill.
32	Field Gymmy Vehicle	Field Gymmy, Inc.	Ohio

INDEX

"NEW PRODUCTS U.S.A."

<u>Page</u>	<u>Product</u>	<u>Firm Name</u>	<u>State</u>
33	Sewage Treatment System	Enco Sciences, Inc.	N.Y.
33	Digital-Dissolve Unit	Griffin Int'l-Clear	Mass.
34	Liquid Waterproofing Product	Hydrotek Company	Tx.
34	Decorative Towels	Franco Mfg. Co.	N.Y.
35	Conversion Kits for Mini-Trucks	California Step Side Mfg., Inc.	Ca.
35	Dynastart	Leslie Corporation	Me.
35	Grid Finger System	Hartness Engineering	S.C.
36	Rubber-Electrical Connector	Electro	Ca.
36	Airlift-Agitator	Hanrow U.S. Industries, Inc.	Ca.
36	Asphalt Paver	Agro/Industrial Export	Ind.
37	Electrosurgical Unit	Electro Medical Sys.	Colo.
37	Sewage Treatment System	Chief Int'l, Inc.	Nebr.
38	Powdered Teat Dip	H B Fuller Co.	Minn.
38	Hot Lather Dispenser	Farnam Mfg. Co.	N.C.
38	Ice Skating Surface	Skate On	Mo.
39	Tent-Camper	Kane International	Ind.
39	Polyester Signs	Matthews Int'l Corp.	Pa.
40	Gaseous Mine Laser	Micro-Grade Laser Systems, Inc.	Ca.
40	Food Storage Shelving	Burtman Iron Works	Mass.
40	Lever Arm Tester	Applied Test Systems	Pa.
41	Total Wash System	Consolidated Chemex Corporation	N.J.
41	Automatic Sorter for Silicon Wafers	Siltec Corporation	Ca.
42	Scheduling Boards	White House Associates	N.Y.
42	Gas Deodorizer	K.C. Cores, Inc.	Ill.
42	Spin-Nailer	Jeffrey Export Co.	Minn.
43	Table-Top Stand	Possibility Products	Minn.
43	Gun Cases	Royel Industries Int'l, Inc.	Wash.
43	Autofuse	Littlefuse, Inc.	Ill.
44	Wheel Lift	Arnolt Corporation	Ind.
44	Air Purification System	Inter-Continental Marketing Service	Ca.
45	Mass Spectrometer	Extranuclear Lab, Inc.	Pa.
45	Lawn Mower	Sun-Mastr Corp.	Kan.
45	Slocum Gemstone	MDI Corporation	Mich.
46	Nerve Stimulator	J.A. Preston Corp.	N.Y.

"NEW PRODUCTS U.S.A."

<u>Page</u>	<u>Product</u>	<u>Firm Name</u>	<u>State</u>
46	Single Control Faucets	Rockwell Int'l	Ohio
47	Aerated Undergarments	Mark International	Ohio
47	Roller Coaster	Arrow Development Co.	Ca.
47	Visual Intercom	C-Five, Inc.	Tx.
48	Can Holder	AEC-ABLE Engr. Co.	Ca.
48	Cadillac Computer	Johnson/Philips Industries	Mich.
48	Home Security System	Flashguard, Inc.	Pa.
49	Fabric for Erosion Control	Gulf States Paper Corp.	Ala.
49	Bike-Flasher	Spectrum Services	S.C.
49	Polymer Chains	Plastic Creations Co.	Ohio
50	Winch-Hoist	Lug-All Company	Pa.
50	Hospital Antiseptic Disinfectant	Roldan Products Corp.	Mo.
50	Surveillance System	Odetics, Inc.	Ca.
51	Scott Implant Needle	Velotron Machine Corp.	N.Y.
51	Radiometer	Quantum Imaging Assoc.	Ca.
52	Teleprinter	Di/An Controls, Inc.	Mass.
52	Baker Testers	Baker Instrument Co.	Colo.
53	Safe-T-Etch	Safe-T-Etch, Inc.	Ca.
53	Electronic Power Supplies	Elcom Industries	Mass.
53	Marine Turbocharger Kits.	M & W Gear Co.	Ill.
54	Digital Watch	Pierre Remy Corp.	Ca.
54	Label Printer	Diamond Engr. Corp.	Wash.
55	Datagraph	Bell & Howell Co.	Ca.
55	Water Saver	World-Wide Mktg., Ltd.	Ariz.
55	E-Z Tow System	Pool Hopkins Int'l	Tx.
56	Erection System	Rainhart Company	Tx.
56	Medical Table	Medical Research Systems, Inc.	Ca.
56	Surface Finishing Equipment	Clair Mfg. Co.	N.Y.
57	Data Collection Station	MSI Data Corp.	Ca.
57	Building Systems	Kelly Klosure Sys.	Nebr.
58	Electrostatic Device	Ball Metal Decorating and Service Div.	Ill.
58	Programmable Controller	Diva, Inc.	N.J.
58	Floor Sink Strainer	Designer's Choice Stainless	Ariz.
59	Tiny Toggle Switch	Alco Electronic Products, Inc.	Mass.
59	Sip 'N Rinse	Drug Concentrates	Pa.
59	Hydrogen Purifiers	Resource Systems, Inc.	N.J.
60	Porta-Bote	K Enterprises	Ca.
60	Arc Shear II	Kasto-Racine, Inc.	Pa.
61	Forged Steel Valves	Specialty Valve and Controls, Inc.	Pa.
61	Sprinkling Systems	Aqua Brain Mftg.	Ca.
61	Plant Food	Roto Salt Co., Inc.	N.Y.

MAJOR NATIONAL HOLIDAYS IN THE U.S.

Business travelers to the U.S. may find office doors locked and their intended contacts unavailable unless they take commercial holidays into consideration when planning itineraries.

This listing is intended as a working guide only. Corroboration of dates is suggested in final business travel planning.

1977

January 1	New Years Day
February 12	Lincoln's Birthday (Not observed universally)
February 21	George Washington Birthday (Observed in some states on February 22)
May 30	Memorial Day
July 4	Independence Day
September 5	Labor Day
October 10	Colombus Day (Observed in some states on October 12)
October 24	Veteran's Day (Observed in some states on November 11)
November 24	Thanksgiving Day
December 25	Christmas Day

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